#### **The Myriad Transformation:** Pioneering Personalized Medicine on a Global Scale

09/14/2015

Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



### **Forward Looking Statements**

Some of the information presented here today may contain projections or other forward-looking statements regarding future events or the future financial performance of the Company. These statements are based on management's current expectations and the actual events or results may differ materially and adversely from these expectations. We refer you to the documents the Company files from time to time with the Securities and Exchange Commission, specifically, the Company's annual reports on Form 10-K, its quarterly reports on Form 10-Q, and its current reports on Form 8-K. These documents identify important risk factors that could cause the actual results to differ materially from those contained in the Company's projections or forward-looking statements.



### Today's Agenda

- The Myriad Transformation: Pioneering Personalized Medicine on a Global Scale Mark Capone, CEO
- Hereditary Cancer Leadership Now and in the Future Alec Ford, President of Myriad Genetic Laboratories
- Pioneering Companion Diagnostics for DNA Damaging Agents Lloyd Sanders, General Manager Oncology
- Autoimmune Market Represents Next Frontier in Personalized Medicine Bernie Tobin, President of Crescendo Biosciences
- Making Prolaris Standard of Care in Urology Nicole Lambert, General Manager Urology
- Break
- Transforming Melanoma Diagnosis Through Pioneering Science Vicki Fish, General Manager Dermatology
- Industry Leading Pipeline to Ensure Growth Opportunities Jerry Lanchbury, CSO
- Expanding our Horizons in International Markets Gary King, Executive Vice President of International Operations
- Five Year Outlook: Increased Growth and Financial Leverage Bryan Riggsbee, CFO
- Q&A

### The Myriad Transformation: Pioneering Personalized Medicine on a Global Scale

Mark Capone Chief Executive Officer

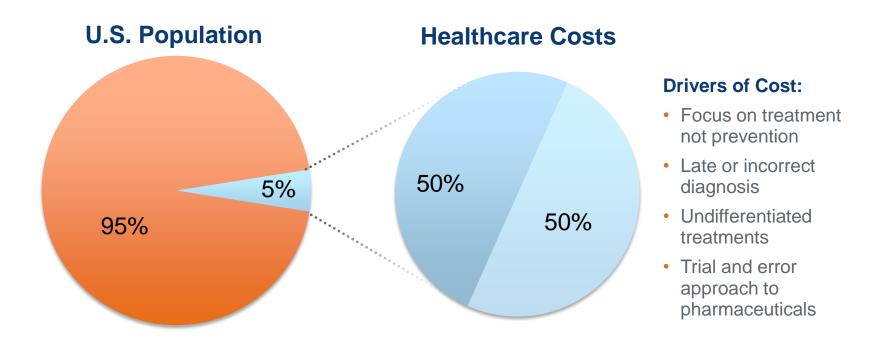






A trusted advisor transforming patients' lives worldwide with pioneering molecular diagnostics

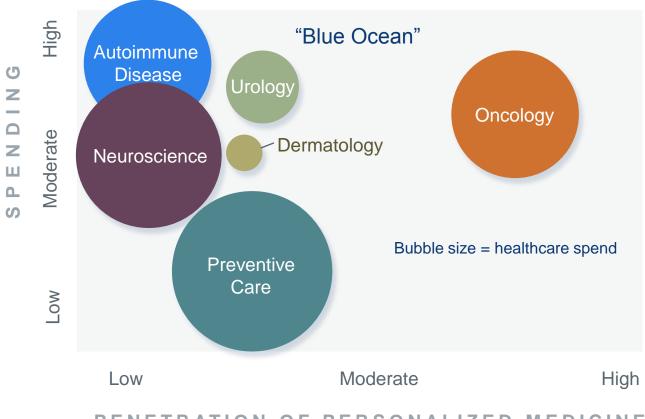
#### U.S. Healthcare System Remains Highly Inefficient



#### 5% of patients represent 50% of healthcare costs\*

\*Agency for Healthcare Research and Quality

#### Large Drivers of Inefficiencies Represent Blue Ocean Opportunities



PENETRATION OF PERSONALIZED MEDICINE



## Answering patients' **four** most pressing questions

Will I get a disease? Do I have a disease? Should I treat this disease? How should I treat this disease?

## In **six** medical specialties

Oncology Dermatology Preventive Care Autoimmune Urology Neuroscience

#### Unmatched Competitive Advantages in Personalized Medicine



- Profitable R&D driven molecular diagnostic company
- Expertise in DNA, RNA and proteins
- Strong research capabilities: extensive collaborations (>50 institutions and >20 pharma/bio companies)
- Broad regulatory experience (CLIA, FDA, CE mark)
- Deep physician relationships (>90,000 ordering physicians since inception)
- Extensive managed care contracts (>600)
- Reputation for best-in-class quality for highcomplexity tests (>2 million performed)







### Our Strategic Imperatives to Achieve Our FIVE-Year Goals







Transition & Expand the Hereditary Cancer Market

Diversify the Portfolio

Increase International Contribution



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

### Significant Accomplishments Since Last Investor Day

STRATEGIC IMPERATIVE	ACCOMPLISHMENTS		
Transition and Expand Hereditary Cancer Market	<ul> <li>6% hereditary cancer revenue CAGR since advent of competition</li> <li>≈80% of incoming samples ordered as myRisk™ Hereditary Cancer</li> <li>Long-term pricing arrangements ≈ 45% of revenue</li> <li>Expanded guidelines for colon &amp; endometrial cancer (+75,000 patients per year)</li> <li>Breast and pancreatic expansion studies underway and will be completed in FY16 (+90,000 patients per year)</li> </ul>		
Diversify the Portfolio	<ul> <li>Launched 7 new products (5 internal and 2 acquired)</li> <li>Published and presented ≈ 250 studies</li> <li>First FDA approved laboratory developed test (BRACAnalysis CDx<sup>™</sup>)</li> <li>Obtained Medicare reimbursement for Prolaris<sup>®</sup></li> <li>Completed 37 companion diagnostic deals</li> </ul>		
Increase International Contribution	<ul> <li>Grew international revenue by over 300%; exiting FY15 at ≈ 4% of revenue</li> <li>Launched first kit-based product (EndoPredict<sup>®</sup>)</li> <li>Direct presence in 11 countries and distribution in ≈50 countries</li> </ul>		



### Our Strategic Imperatives to Achieve Our FIVE-Year Goals







Transition & Expand the Hereditary Cancer Market

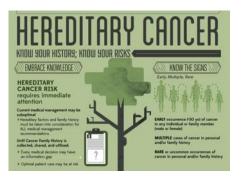
Diversify the Portfolio

Increase International Contribution



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

### Our Strategic Imperatives to Achieve Our FIVE-Year Goals







Transition & Expand the Hereditary Cancer Market

Diversify the Portfolio

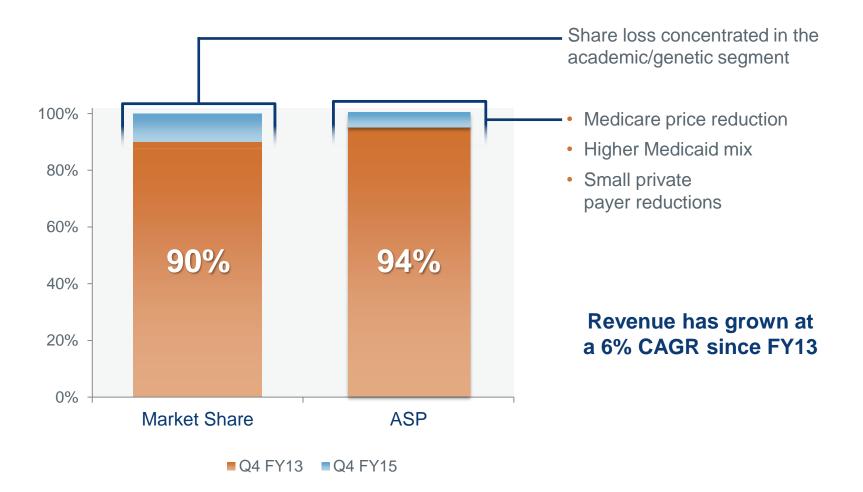
Increase International Contribution



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



### Hereditary Cancer Market Has Been More Durable Than Investors Anticipated







### Future Landscape for Hereditary Cancer Market

FY20 STATE:

#### **CURRENT STATE:**

#### Panels are standard of care with Rapid transition to panels minimal gene additions Used primarily for breast Broader guidelines and additional cancers cancer patients **CLIA** regulated market FDA regulated market Marginal improvement in public Public databases fraught with errors; Myriad has substantial databases; Myriad dramatically variant classification advantage expands informatics advantages Oncology $\approx$ Preventive care Preventive care >> Oncology Oncology CDx first then reflex



What are the Modeling Assumptions?

### **Market Growth?**

## **Pricing?**

### **Market Share?**



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



### Sensitivity Analysis Predicts Continued Growth

#### Revenue in millions



#### **Monte Carlo Simulation**

Factor	Assumptions			
Market Growth	<ul> <li>7%-15% growth rate</li> </ul>			
Price	<ul> <li>Price decline 0%-40%</li> <li>Long-term contracts until FY18 followed by</li> <li>FDA regulation</li> </ul>			
Market Share	<ul> <li>Incremental share loss of 10% to 40%</li> <li>Share increase with price decline</li> </ul>			



### Our Strategic Imperatives to Achieve Our FIVE-Year Goals







Transition & Expand the Hereditary Cancer Market

#### Diversify the Portfolio

Increase International Contribution





### Pipeline Represents Two-Thirds of Opportunities

	myRiad Risk	myriad Path	my Plan	my Choice
	Risk?	Diagnosis?	Prognosis?	Therapy?
Oncology		(1)	<ul> <li>(2)</li> <li>(2)</li></ul>	٩
Preventive Care	$\checkmark$	(1)		
Urology	<b>(</b>	<b>(</b>	$\bigcirc$	٩
Dermatology		$\checkmark$	٩	
Neuroscience		٩		
Autoimmune		(1)		



Under Development





### Industry Leading Pipeline Facilitates Long-Term Growth

**Total Addressable Market (TAM)** 

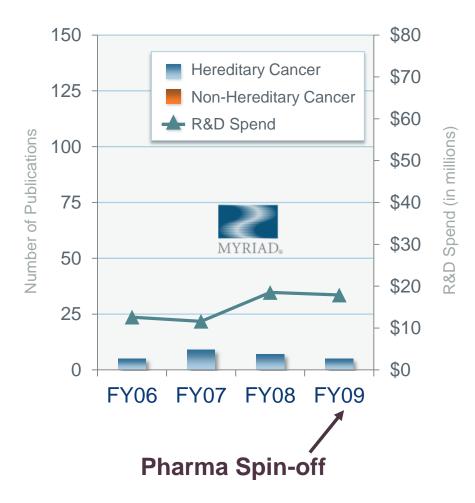
<b>\$10B</b>	<b>\$8B</b>	\$10B+	
Stage 3 REIMBURSEMENT	Stage 2 VALIDATION	Stage 1 DISCOVERY	
<ul> <li>myRisk Hereditary Cancer</li> </ul>	<ul> <li>myPath<sup>®</sup> Melanoma</li> </ul>	<ul> <li>myPath<sup>®</sup> Bipolar</li> </ul>	
<ul> <li>Prolaris<sup>®</sup></li> </ul>	<ul> <li>myPlan<sup>®</sup> Lung Cancer</li> </ul>	<ul> <li>myPath<sup>®</sup> Pancreatic</li> </ul>	
Vectra DA <sup>®</sup>	<ul> <li>myChoice<sup>™</sup> HRD (Platinum)<sup>2</sup></li> </ul>	Cancer	
<ul> <li>EndoPredict<sup>®</sup></li> </ul>	<ul> <li>myChoice HRD<sup>™</sup> (PARP)<sup>3</sup></li> </ul>	<ul> <li>myPath<sup>®</sup> Psoriatic Arthritis</li> </ul>	
<ul> <li>BRACAnalysis CDx<sup>™1</sup></li> </ul>	<ul> <li>myPlan<sup>®</sup> Renal Cancer</li> </ul>	<ul> <li>myPath<sup>®</sup> Prostate</li> </ul>	
Tumor BRACAnalysis CDx <sup>®</sup>		Cancer	
		<ul> <li>myPath<sup>®</sup> Endometriosis</li> </ul>	

- <sup>1</sup> Ovarian Cancer, Breast Cancer, Pancreatic Cancer
- <sup>2</sup> Triple Negative Breast Cancer, HER2- Breast Cancer
- <sup>3</sup> Ovarian Cancer, Breast Cancer, Pancreatic Cancer, Metastatic Prostate Cancer





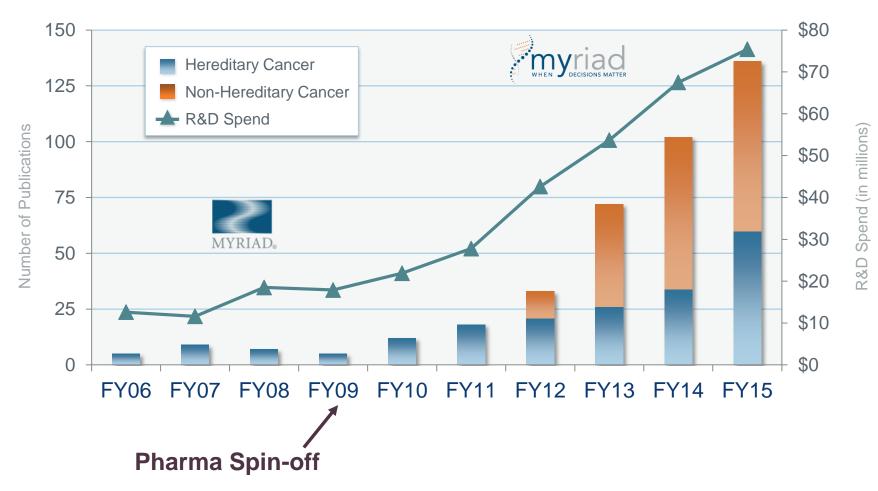
#### Increasing Research Investment Yields Substantial Scientific Output







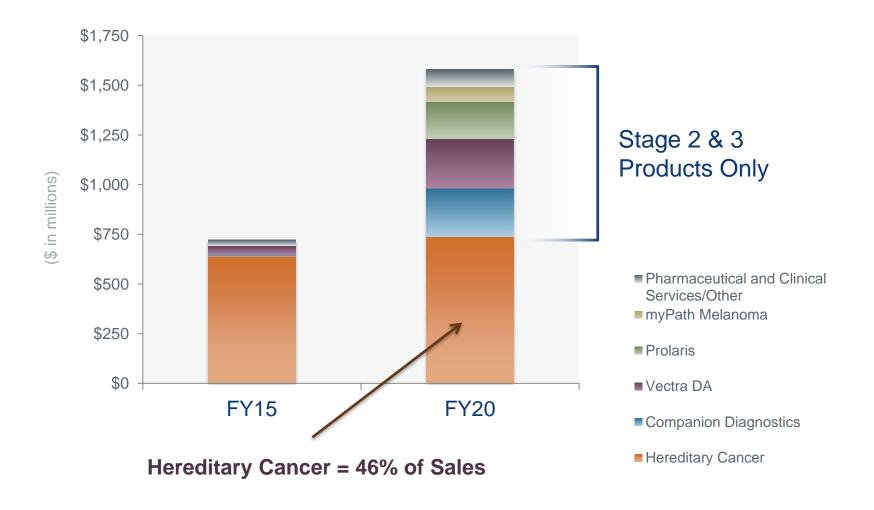
#### Increasing Research Investment Yields Substantial Scientific Output







#### New Product Revenue >50% In FY20

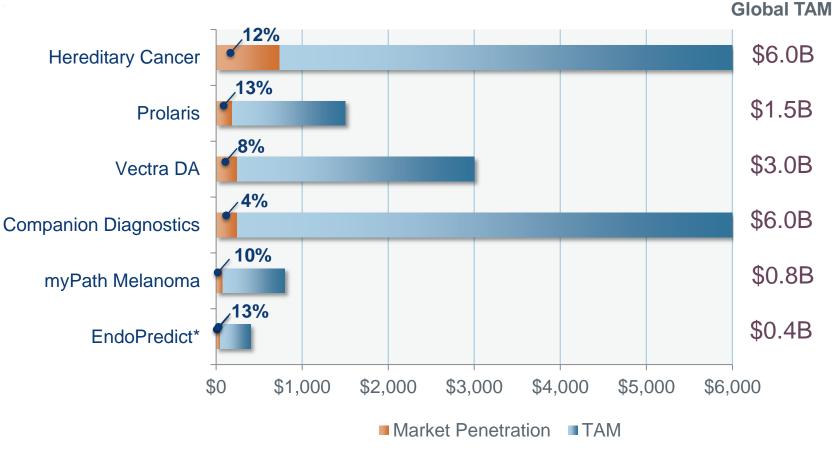






### Realistic Market Penetration Will Meet FY20 Goals







\*Assumes only markets outside the United States

### Our Strategic Imperatives to Achieve Our FIVE-Year Goals







Transition & Expand the Hereditary Cancer Market

**Diversify the Portfolio** 

Increase International Contribution



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



# Refined Strategy to Reflect Unique International Market

COUNTRIES		REFERENCE TESTS		KITS	
Near-Term Growth:	EU6 + Canada	DNA (multiple platforms):	MYRIAD MYRIAD Right Risk Companion Diagnostics	RNA (platform partner):	<ul> <li>EndoPredict</li> <li>Prolaris</li> <li>myPlan Lung</li> <li>myPath Melanoma</li> <li>myPlan Renal</li> </ul>
Long-Term Growth:	Japan, China, and Brazil			Protein (platform partner):	<ul> <li>Vectra DA</li> <li>myPath Bipolar</li> <li>myPath Pancreatic</li> </ul>





### Worldwide Leader in Personalized Medicine



- We are entering the golden age for personalized medicine
- We are pioneers of "research-driven" and "education-centric" business modeling for diagnostics
- No company is better positioned to lead this revolution in healthcare than Myriad
- Our finest hour will be discovered in the days ahead



# Hereditary Cancer Leadership Now and into the Future

Alec Ford President, Myriad Genetic Laboratories



### Maintain Strong Market Leadership Position

#### Small impact from competition two years post SCOTUS decision

#### FUTURE DIFFERENTIATION

#### **Clinical Accuracy:**

- Analytical accuracy
- Interpretation
   accuracy
- Regulatory capability

#### **Product Leadership:**

- Most clinically actionable panel
- User friendly report

#### **Commercial Breadth:**

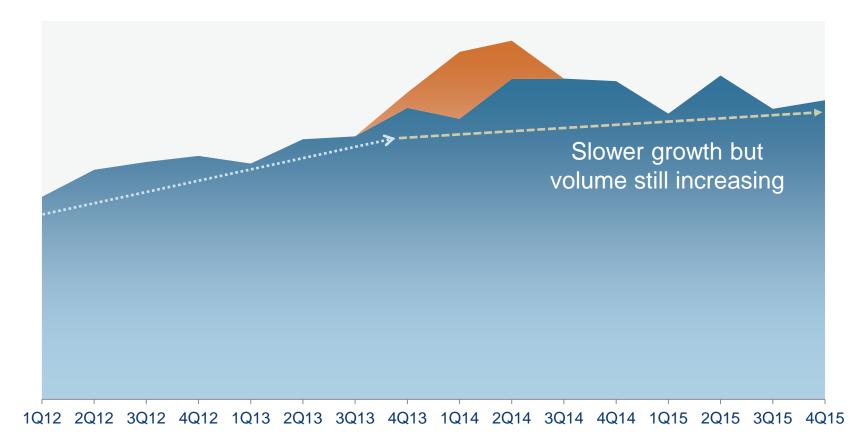
Community physician
 education and support







### Growth has Continued Post-Competition

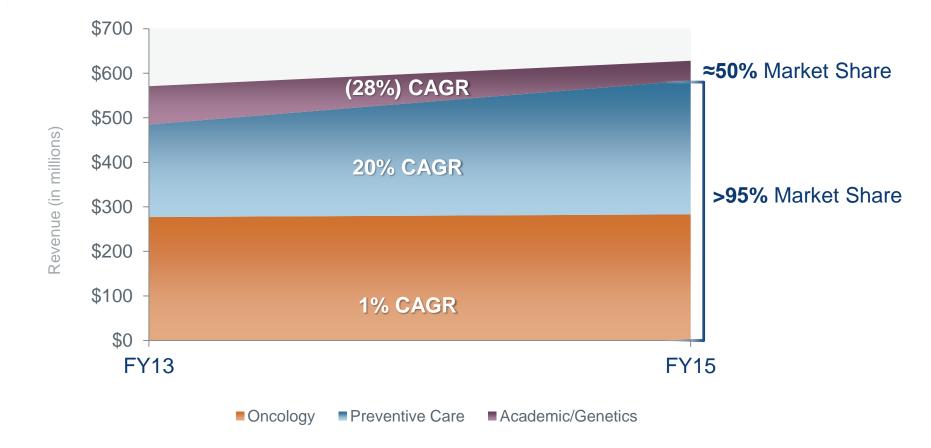


Excluding Celebrity Publicity
With Celebrity Publicity





# Market Leader in Growing Areas of Hereditary Cancer Market

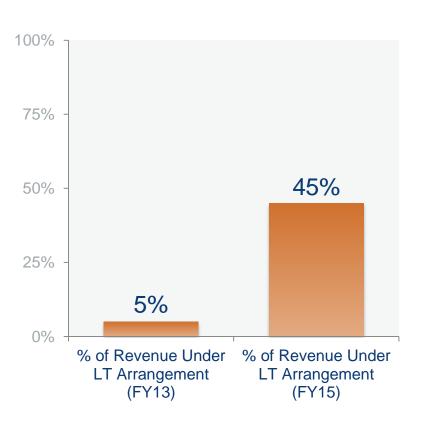






# Increased Pricing Visibility With Long-Term Pricing Arrangements

% of HC Business Under LT Contract









### Future Landscape for Hereditary Cancer Market

FY20 STATE:

#### **CURRENT STATE:**

#### Panels are standard of care with Rapid transition to panels minimal gene additions Used primarily for breast Broader guidelines and additional cancers cancer patients **CLIA** regulated market FDA regulated market Marginal improvement in public Public databases fraught with errors; Myriad has substantial databases; Myriad dramatically variant classification advantage expands informatics advantages Oncology $\approx$ Preventive care Preventive care >> Oncology Oncology CDx first then reflex





# Excellent Progress on myRisk Conversion and Market Expansion

MyRisk Conversion				
Sep. 2013	Sep. 2014	Sep. 2015	Sep. 2016	
0%	50%	80%	Complete	

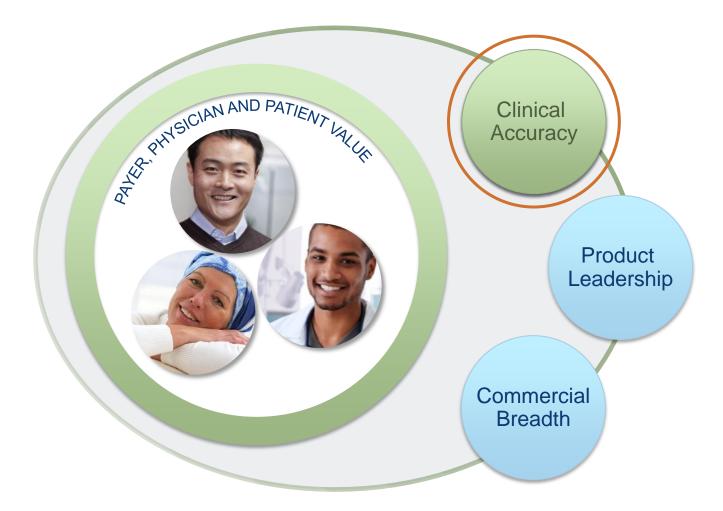
#### Market Expansion >\$500M

Indication	Added Market Potential	Guidelines	Contracting
Colon @5% risk	+\$100M	$\checkmark$	40%
All Endometrial	+\$150M	$\checkmark$	40%
Breast <60 yrs	+\$150M	FY16	FY17
All Pancreatic	+\$120M	FY17	FY17





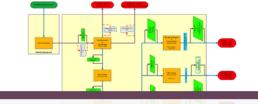
### Differentiated Value in Hereditary Cancer





# 100% Analytical Accuracy Requires Tremendous Investment

#### DNA EXTRACTION AND BATCH BUILD PROCESS



- 85,000 base pairs that need to be 100% correct
- 0% of samples meet quality threshold after first run on NGS platform
- 23 major pieces of equipment from 10 vendors
- 856 distinct steps required in testing process
- 100 proprietary software applications

TARGETED GENE SELECTION

POST AMPLIFICATION PROCESS







## Interpretation Accuracy Impossible With Public Databases

#### VAIL STUDY

24,650 sequentially tested patients at MYGN



**34%** of variants were not present in any of the five major public databases

**3%-14%** conflicting classification rate within individual public databases

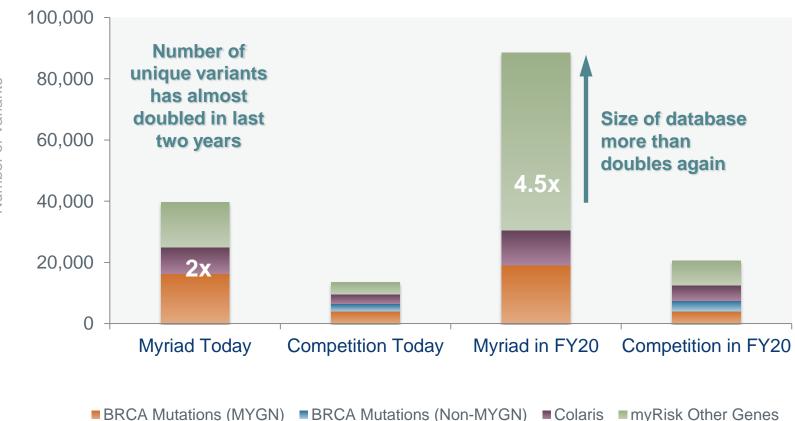
**3%** concordance with deleterious variants in all five databases





# Expanding Source of Competitive Advantage

#### Informatics Advantage Expands Over the Next Five Years

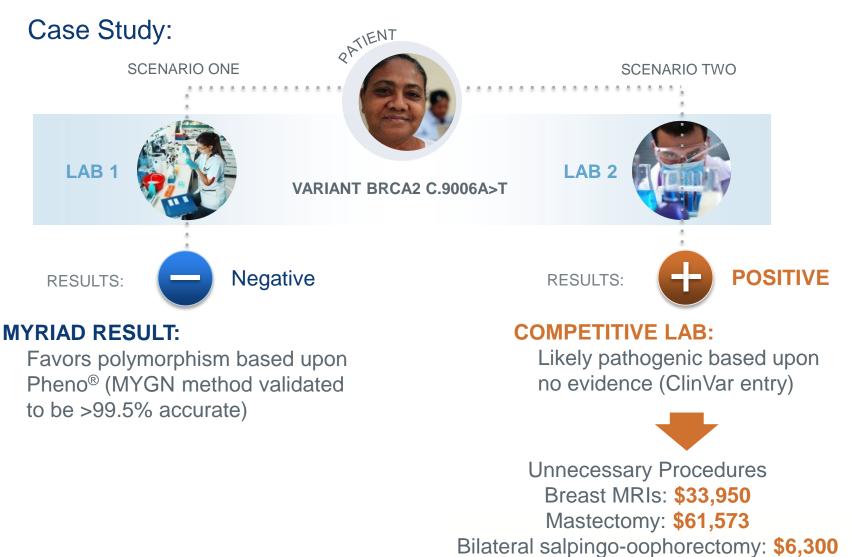


DRUA WILLALIONS (WITGIN) BRUA WILLALIONS (NON-WITGIN) COLARIS MYRISK UTHER GENES





## Economics of Inaccuracy: Potential Cost >\$100K





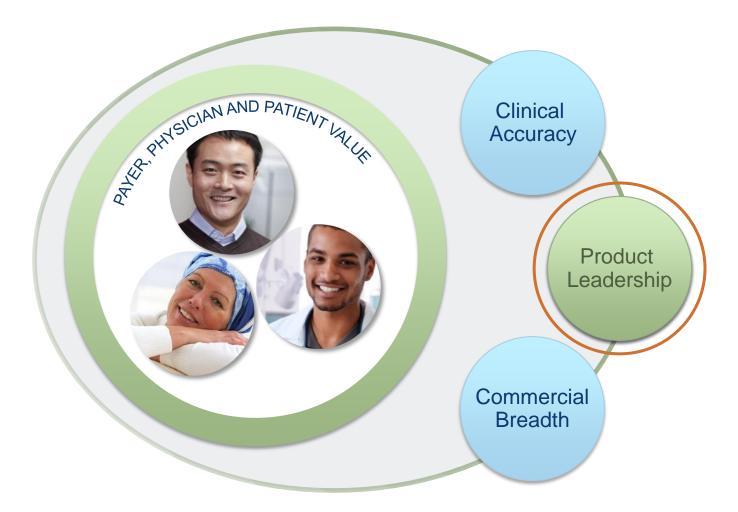
# Analytical & Interpretation Standards Increase With Additional Regulation

	MYGN Requirements for BRACAnalysis CDx FDA Approval
Analytical Validation	>4,500 pages submitted to FDA
Clinical Validation	9 major studies consisting of >6,000 patients
Quality Systems	≈1,000 standard operating procedures
Informatics	100 software applications with 50,000 work hours of validation for FDA
FDA Experience	First ever laboratory developed test FDA approved; planning multiple IDE submissions





### Differentiated Value in Hereditary Cancer





PRODUCT LEADERSHIP



# Product Leadership Through the Most **Clinically Actionable Panel**

#### **Prevalence**

 Prevalence of actionable mutations in the tested population of 1 in 200 patients per gene



 Published data on medical management changes

- 2- to 3-fold risk vs. general population
- Absolute cancer risk >5%

19 of 25 genes in NCCN guidelines

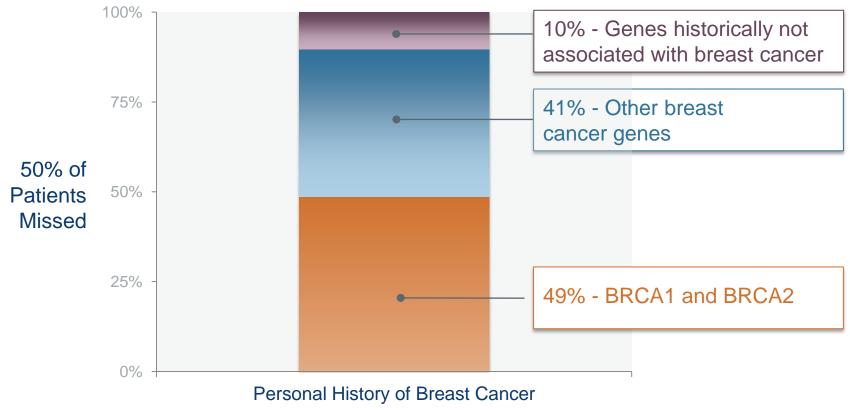


PRODUCT LEADERSHIP



# >50% of Patients Missed With Single Syndrome Testing

#### Data based upon 28,000 patients







# Clear, Accurate and Trusted Reports

PROCEDURE	AGE TO BEGIN	FREQUENCY (Unless otherwise indicated by findings)	RELATED TO
FEMALE BREAST			
Breast awareness - Women should be familiar with their breasts and promptly report changes to their healthcare provider. Periodic, consistent breast self- examination (BSE) may facilitate breast awareness. <sup>1</sup>	18 years	NA	BRCA1
Clinical breast exam <sup>1</sup>	25 years	Every 6 to 12 months	BRCA1
Breast MRI and/or Mammography <sup>1</sup>	Age 25 for MRI (preferred) or mammography. Age 30 for both MRI and mammography. Individualize to younger ages based on the earliest diagnosis in the family.	Annually	BRCA1
Consider investigational screening studies within clinical trials. <sup>1</sup>	Individualized	NA	BRCA1
Consider options for breast cancer chemoprevention (i.e. tamoxifen). <sup>1</sup>	Individualized	NA	BRCA1
Consider risk-reducing mastectomy.1	Individualized	NA	BRCA1
OVARIAN			
Bilateral salpingo-oophorectomy <sup>1</sup>	35 to 40 years, after completion of childbearing, or individualized to a younger age based on the earliest diagnosis in the family		BRCA1
Consider transvaginal ultrasound and CA-125 measurement. Consider investigational screening studies within clinical trials. <sup>1</sup>	30 years, or individualized to a younger age based on the earliest diagnosis in the family	Every 6 months	BRCA1
Consider options for ovarian cancer chemoprevention (i.e. oral contraceptives). <sup>1</sup>	Individualized	NA	BRCA1

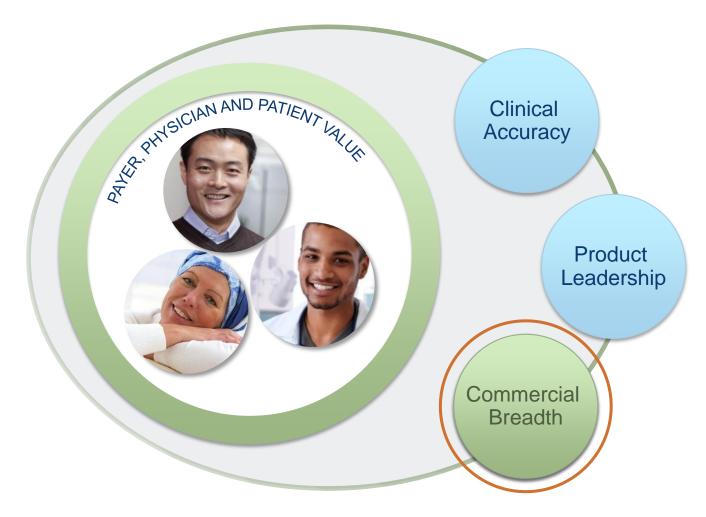
#### Actionable to Physician and Patient

- Clear plan for each patient based upon personal and family history and genetic testing results
- Proprietary informatics power report; 420,000 work hours required to develop





### **Differentiated Value in Hereditary Cancer**

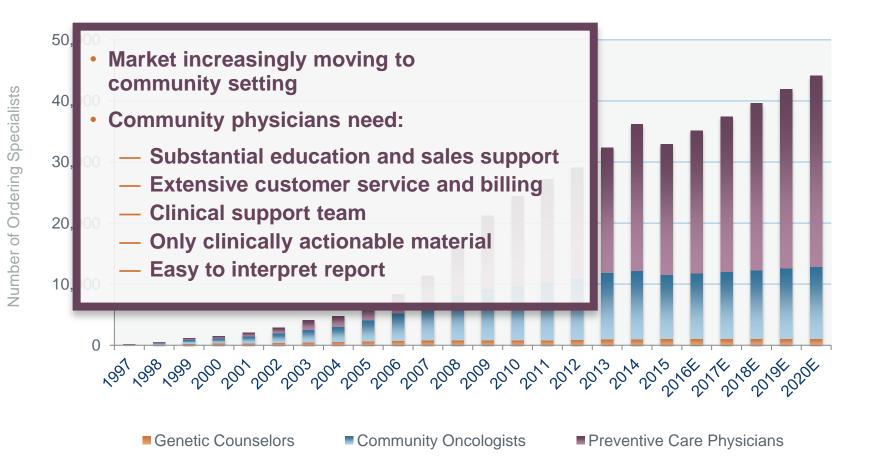




COMMERCIAL BREADTH



# 100% of Future Growth Derived From Community Physicians

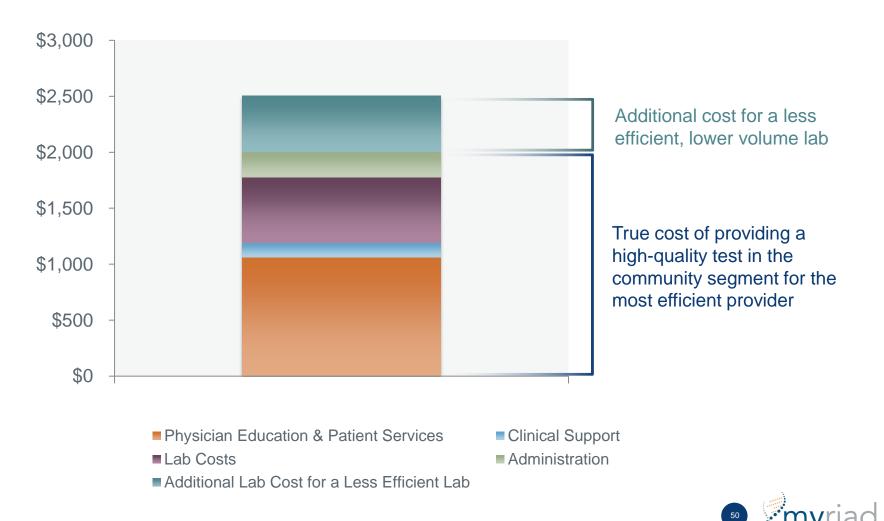




COMMERCIAL BREADTH



#### Expenses Necessary for Community Market Total Cost >\$2,500 per test



COMMERCIAL BREADTH



# Maintain Strong Market Leadership Position

#### Small impact from competition two years post SCOTUS decision

#### FUTURE DIFFERENTIATION

#### **Clinical Accuracy:**

- Analytical accuracy
- Interpretation
   accuracy
- Regulatory capability

#### **Product Leadership:**

- Most clinically actionable panel
- User-friendly report

#### **Commercial Breadth:**

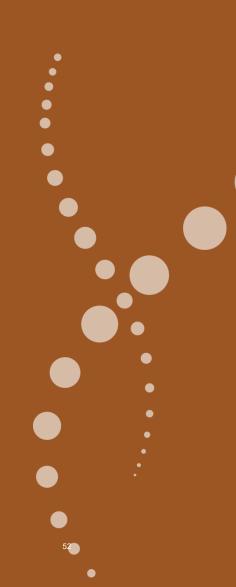
Community physician
 education and support





Pioneering Companion Diagnostics for DNA Damaging Agents

Lloyd Sanders General Manager of Oncology





# Pioneering Companion Diagnostics for DNA Damaging Agents

#### \$6B Global Market Opportunity

• FY16-FY20

#### Key Advantages in CDx Market

- Reimbursement
- Adoption Curve
- Barriers to Entry
- Co-Promotion

#### **Proven Capability**

 BRACAnalysis CDx in Ovarian Cancer

#### **Pioneering Discoveries**

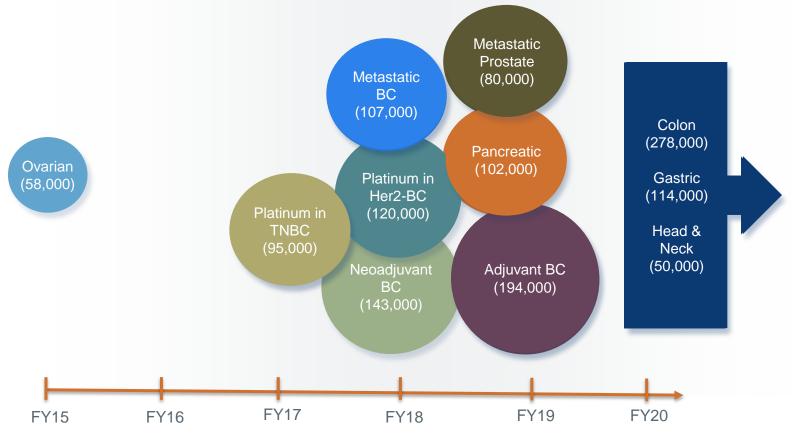
myChoice HRD

# Positioned to be the market leader in CDx for DNA damaging agents





# \$6B Global Market Developing Over Next 5 Years



Global Market = 1.4M patients or \$6.0b\*

\*Includes U.S., Canada and EU6

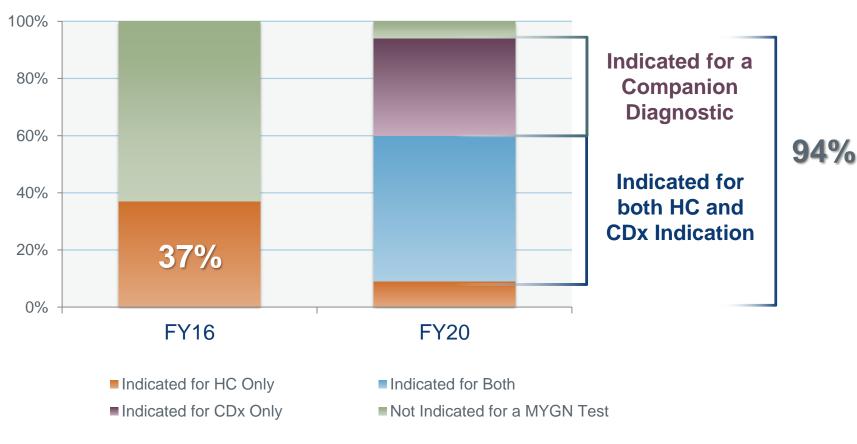


Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



## Uniquely Positioned To Provide Comprehensive Testing

#### **Breast Cancer Example**





# Companion Diagnostic Market Dynamics Offer Advantages



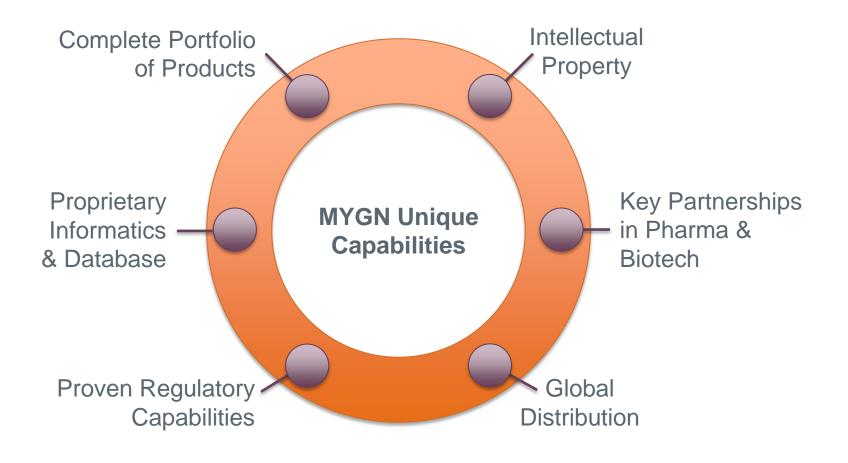
#### **Barrier to Market Entry**

- FDA approval demonstrates high quality; supports FDA test utilization
   Speed to Market
- Reimbursement is very quick following FDA approval
- Increased promotional activity pharma partner
- Adoption curve is "pharmaceutical-like" vs. traditional diagnostic





## Unique Core Competencies Provide Sustainable Advantage







# Only Company With a Complete Suite of Products

	<b>BRAC</b> Analysis <b>CDx</b> <sup>®</sup>	<b>BRAC</b> Analysis <b>CDx</b> <sup>®</sup>	myriad Choice°
% Positive (Ovarian)	15%	22%	48%
Sample	Blood	Tumor	Tumor
Biomarkers	BRCA1&2	Tumor BRCA1&2	Genome-wide assessment of DNA scar associated
Intellectual Property	Database, process, bioinformatics	Database, process, bioinformatics	MYGN has IP on three proprietary technologies (LOH, TAI, & LST)
Currently Marketed	FDA approved	Yes, marketed in Europe only	platinum drugs planned in Fall CY16





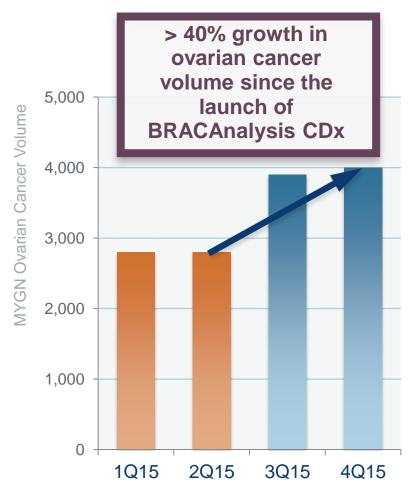
# Extensive Collaborations With >22 Clinical Studies

Partner	Indications	Tests
AstraZeneca (Lynparza™)	Ovarian, Metastatic BC, Neoadjuvant BC, Adjuvant BC, Pancreatic, Prostate, Gastric	BRACAnalysis CDx <sup>®</sup> BRACAnalysis CDx <sup>®</sup>
Medivation (talazoparib)	Metastatic BC, Pancreatic	BRACAnalysis CDx BRACAnalysis CDx HRD
TESARO (niraparib)	Ovarian, Metastatic BC	BRACAnalysis CDx BRACAnalysis CDx BRACAnalysis CDx
AbbVie (veliparib)	Metastatic BC, Ovarian	BRACAnalysis CDx <sup>®</sup> BRACAnalysis CDx <sup>®</sup>
Platinum Drugs	Ovarian, TNBC, HER2- BC	MYRIAD Choice
M	s underway at key ers	
nt © 2015 Myriad Genetics, Inc., all rig		



### Highly Successful Launch of BRACAnalysis CDx in Ovarian Cancer

- FDA approval Dec. 19, 2014 for BRACAnalysis CDx as a companion diagnostic
- AZN and MYGN sales forces co-promoting the test







# Pioneering Discoveries For Assessing Genomic Instability

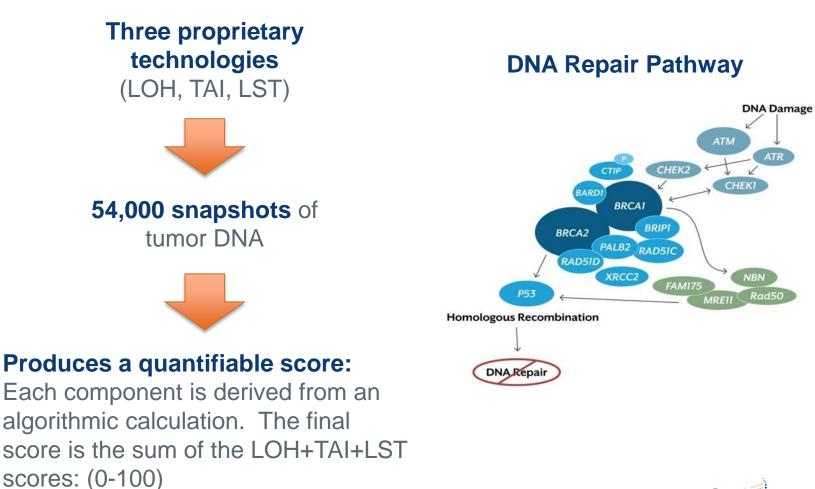




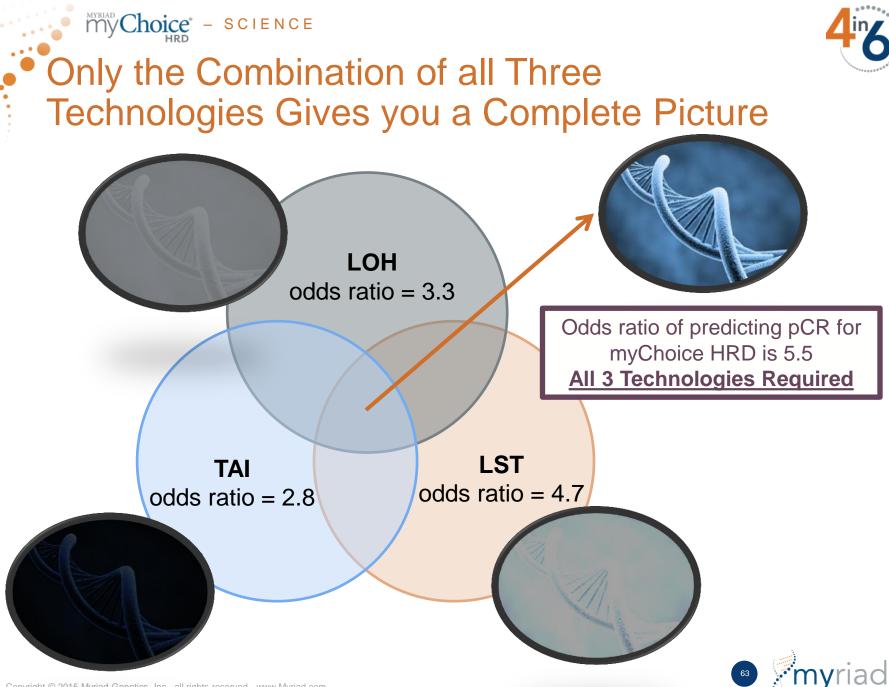
My Choice - SCIENCE

# **4**<sup>in</sup>6

# Pioneering Discovery For Assessing Genomic Instability





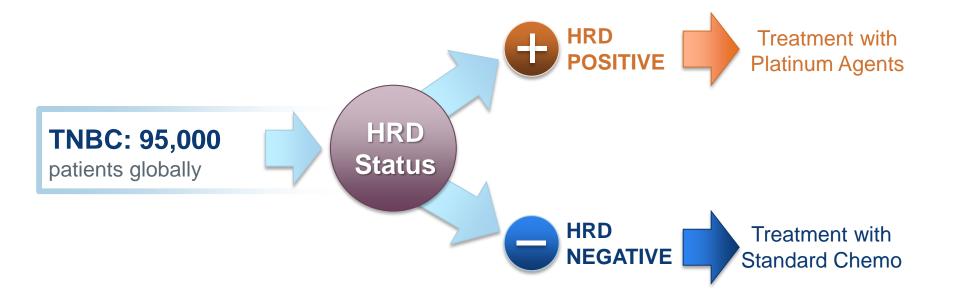


Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

MYRAD Choice - BREAST CANCER



# myChoice HRD TNBC Platinum Indication Represents \$400 Million Global TAM

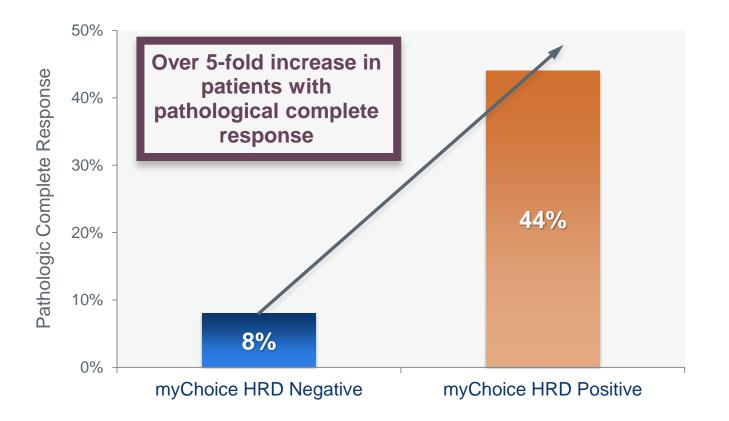




MYRAD Choice - BREAST CANCER



## Five Studies Demonstrate myChoice HRD Clinical Utility in TNBC



Based upon pooled analysis from five statistically significant studies comprising a total of 267 patients



#### MYChoice – BREAST CANCER



# Major Milestones Occurring in FY16



Early access launch for myChoice HRD in Fall of 2015

- Laboratory:
  - Completion of FDA laboratories for Tumor BRACAnalysis CDx and myChoice HRD
- Regulatory:
  - IDE submissions for Tumor BRACAnalysis
     CDx and myChoice HRD
  - PMA submission for myChoice HRD
- Clinical:
  - TESARO NOVA study results: myChoice HRD and niraparib
  - Final validation study completed for myChoice HRD for platinum in TNBC
  - Additional trials in new cancer indications with PARP inhibitors





# Sensitivity Analysis Predicts Strong Growth

#### **Revenue in millions**



#### Monte Carlo Simulation

Factor	Assumptions		
Growth	<ul> <li>U.S. TAM between \$500M and \$1.5B</li> <li>International mix between 5% and 20%</li> <li>Market penetration between 15% and 25%</li> </ul>		





# Pioneering Companion Diagnostics for DNA Damaging Agents

#### **\$6B Global Market Opportunity**

• FY16-FY20

#### Key Advantages in CDx Market

- Reimbursement
- Adoption Curve
- Barriers to Entry
- Co-Promotion

#### **Proven Capability**

 BRACAnalysis CDx in Ovarian Cancer

#### **Pioneering Discoveries**

myChoice HRD

# Positioned to be the market leader in CDx for DNA damaging agents



# Autoimmune Market Represents the Next Frontier in Personalized Medicine

Bernie Tobin President, Crescendo Bioscience



# Autoimmune Market Is An Incredible Opportunity

#### Market Opportunity

- Autoimmune market represents blue ocean
- Medicare reimbursement
- Solid plan for expanding private coverage

#### **Key Advantages**

- Vectra DA validation
- Highly predictive

#### Commercial Breadth and Depth

- Re-accelerating growth
- Physician adoption
- Improved logistics
- Practice integration

#### Positioned for market success in autoimmune



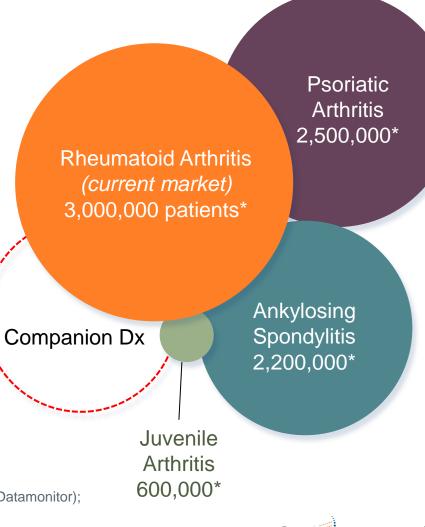


# Substantial Opportunity in Blue Ocean Autoimmune Market

- Vectra DA for rheumatoid arthritis is initial foray into autoimmune market
- Additional segments of this market are equally compelling
- Initiated discovery work on psoriatic arthritis

# 15 current collaborations with major pharmaceutical companies

\*Prevalence numbers for U.S., Canada and EU6 markets only (Source: Datamonitor);





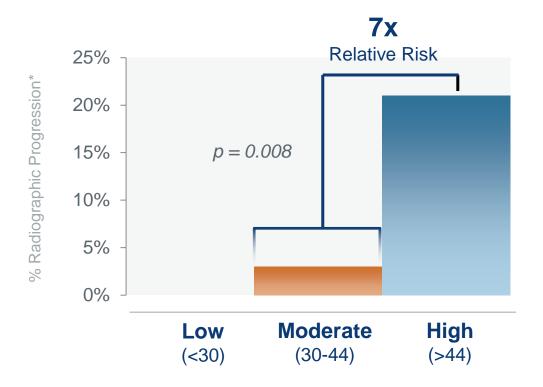
## Clinical Validity and Utility of Vectra DA Demonstrated In Numerous Published Studies

	Study	Lead Author		Journ	nal	
	ANALYTICAL AND CLINICAL VALIDITY OF VECTRA® DA					
	RF Blocking Conditions	Todd et al., 2011 Arthr		thritis & Rheumatism		
	Pre-Analytical Samples	Zhao et al., 2012 Journal of Immunological Methods		mmunological Methods		
	Assay Characterization and Validation	Eastman et al., 2012	Journal of Biopharma & Biomedical Analys		Biopharma & Biomedical Analysis	
	Assay Development & Methodology	Centola et al., 2013	PLO	S One		
	CAMERA (Verification)	Bakker et al., 2012	Anna	als of F	Rheumatic Diseases	
	Clinical Validation	Curtis et al., 2012	Arthr	Arthritis Care & Research		
	CLINICAL USE AND DECISION IMPACT OF VECTRA DA					
	BeSt study	Hirata et al., 2013	Rheumatology Rheumatology PLOS One		ogy	
	Discordance and Remission (Leiden)	van der Helm et al., 2013			ogy	
	Decision Utility	Peabody et al., 2013				
	Vectra DA Decision Impact	Li et al., 2013Current Medical Research & OpinPeabody et al., 2013Journal of Clinical Rheumatology		dical Research & Opinions		
	Variation in Practice			Journal of Clinical Rheumatology		
Radio	graphic progression (SWEFOT)	Hambardzumyan et al., 201		4	Annals of Rheumatic Dise	ase
	Radiographic Progression (BeSt)	Markusse et al., 2014	The Journal of Rheumatology		al of Rheumatology	
	TNFi - DA	Tanaka, et al., 2014	Mode	ern Rh	eumatology	
	Cost Effectiveness Study	Michaud et al., 2015	Rheu	Rheumatology		
	Inclusion Criteria for Clinical Trials	van Vollenhoven et al., 2015	Arthritis & Rheumatology		Rheumatology	





## SWEFOT: Vectra DA Score Highly Predictive of Radiographic Progression



#### Vectra DA Score at Baseline

235 patient SWEFOT study

- Gold standard endpoint of radiographic progression at one year
- Vectra score highly correlated to patient outcomes

Hambardzumyan, K, et al, *Annals of the Rheumatic Diseases* 2014. doi:10.1136/annrheumdis-2013-204986 \*% Patients with ΔSHS >5 BL to year 1



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



## Strategy to Reaccelerate Growth

	INITIATIVE	PROGRESS TO DATE	
	Clarity and focus on selling message	Initiated in Q3 FY15	
Driving depth and breadth in Medicare market		Initiated in Q4 FY15	
	Increased focus on direct-to-patient marketing	Initiated in Q1 FY16	
	Studies to provide additional data on clinical interpretation	Completion in FY16	





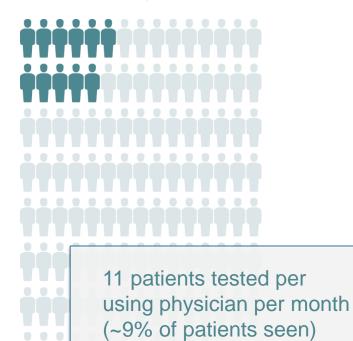
## Driving Depth and Breadth in Medicare Market

### Breadth of Use Among Doctors



~40% of rheumatologists use the test

### Depth in the Patient Population Per Using Physician



75 myriad



### **Driving Depth: Practice Integration Pilot**



### Practice Integration

a trial program at certain doctor's offices to have test results **prior** to patient visit







**TEST RESULTS** 

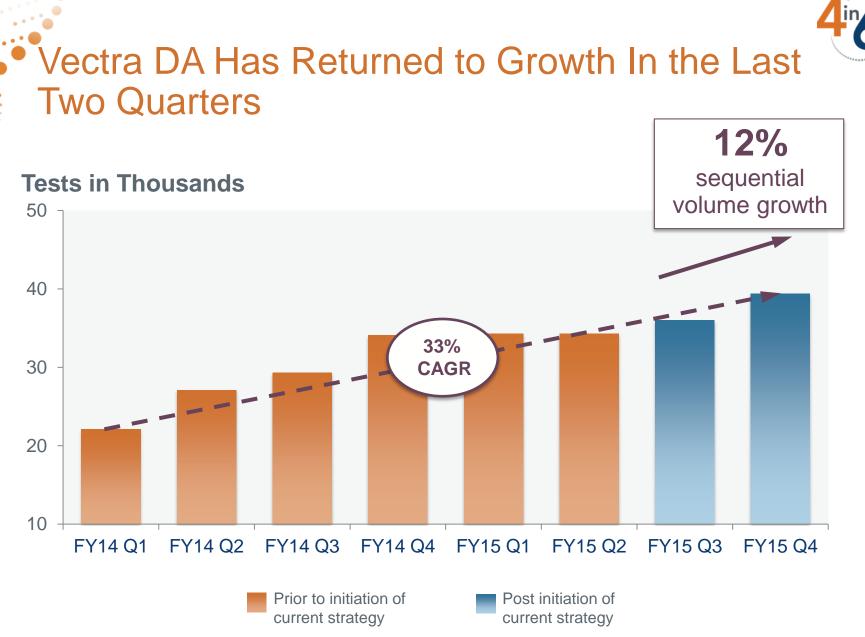
- PHYSICIAN REVIEW
- PATIENT VISIT

Critical to expanding utilization in certain practices

### Case Study:

- Multi-specialty clinic in North Carolina with 342 rheumatoid arthritis patients
- Physician goal: minimize staff time on the phone, communicating lab results
- 86% patient opt-in rate for PI, and 100% patient satisfaction rate
- Quarterly increase of 37% in volume; 33% of incremental assays came from new patients



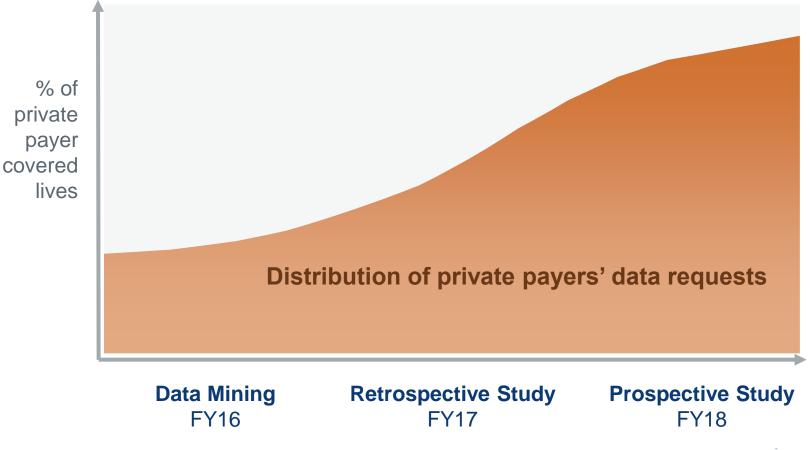






### Executing Plan to Expand Private Payer Coverage in the Future

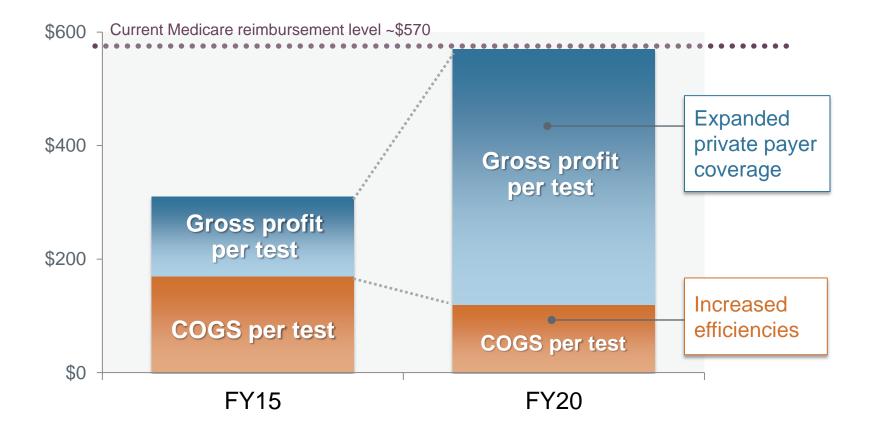
Private Payer Feedback Suggests More Clinical Utility Data Required







## Expanded Coverage Will Drive Significant Leverage







## Sensitivity Analysis Predicts Strong Growth

#### **Revenue in millions**



#### Monte Carlo Simulation

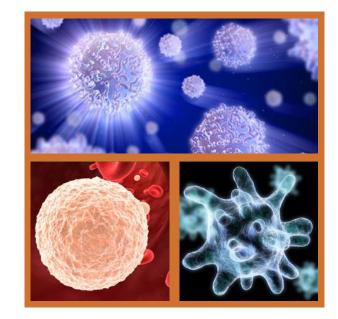
Factor	Assumptions	
Growth	<ul> <li>15%-30% growth rate</li> <li>4%-10% market penetration</li> </ul>	
Coverage	<ul> <li>80%-100% payer coverage</li> </ul>	





## Autoimmune Market Represents the Next Frontier in Personalized Medicine

- Autoimmune market is an incredible opportunity
- Vectra DA is an outstanding product, supported by robust science
- Current Vectra DA reimbursement under Medicare supports over \$600M in sales
- Penetration of Medicare market and expansion of private payer coverage will be two key drivers of growth





## Making Prolaris Standard of Care in Urology

Nicole Lambert General Manager of Urology



## Significant Unmet Need In Prostate Cancer Treatment

### **Market Opportunity**

- Substantial unmet clinical need
- Expanded Medicare coverage based on additional clinical data

### **Key Advantages**

- Pioneering science differentiation based on gold standard endpoints
- Definitive active surveillance threshold
- Unmatched clinical utility data

### Commercial Breadth and Depth

- Largest urology sales force in diagnostics
- Increased physician adoption
- Increased test utilization

Positioned to become standard of care in the prostate cancer prognostic market





### Most Prostate Cancer Patients Inappropriately Treated

		TREATMENT PARADIGM	RESULTS WITHOUT IMPROVED TOOLS		
AUA Low-Risk Patients	Most low-risk patients have a low risk of prostate- specific mortality	Yet the vast majority are treated upfront	Overtreatment Problem		
	AUA Intermediate Risk Patients				
AUA High-Risk Patients	More than half will experience biochemical recurrence with single- modality treatment alone	Yet the majority do not receive multi-modality treatment	Undertreatment Problem		







## Prolaris is **Best** Positioned to Solve This Need

# Prolaris



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



### Prolaris Is the Only Test Validated Against Meaningful Clinical Endpoints

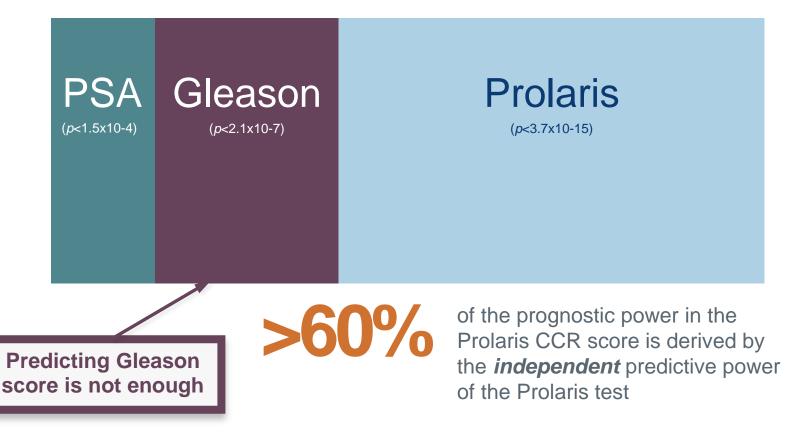
	PUBLICATION	SAMPLE TYPE	PATIENTS	ENDPOINT	OUTCOME	
FILITY CLINICAL VALIDATION	Cuzick 2011	RP	353	Biochemical Recurrence	IR = 1.89 per unit Prolaris score, =5.6x10 <sup>-9</sup>	
	Cuzick 2011 (cohort 2)	TURP	337	Mortality	IR = 2.92, p=6.1x10 <sup>-22</sup>	
	Cuzick 2012	Biopsy	349	Mortality	IR = 2.02, p=8.6x10 <sup>-10</sup>	
	Cooperberg 2013	RP	413	Biochemical Recurrence	IR = 2.10, p=2.2x10 <sup>-6</sup>	
	Freeland 2013	Biopsy	141	Biochemical Recurrence	IR = 2.55, p=0.0017	
	Bishoff 2014	Biopsy	582	Biochemical Recurrence	IR = 1.6, p=2.4x10 <sup>-7</sup>	
	Bishoff 2014	Biopsy	582	Mataataaaa	IR = 5.35, p=2.1x10 <sup>-8</sup>	
	Cuzick 2015	Biopsy	757	Metastases	IR = 2.32, p<10 <sup>-17</sup>	
	PROCEDE 500	Biopsy	305	Mortality	hanged treatment plans 65% of ne time 40%↓ 25%↑	
		Dianay	1 200	Change in Treatment	Changed treatment plans 48% of	
5	PROCEDE 1,000	Biopsy	1,206	Change in Treatment	ne time 35%↓ 13%↑	





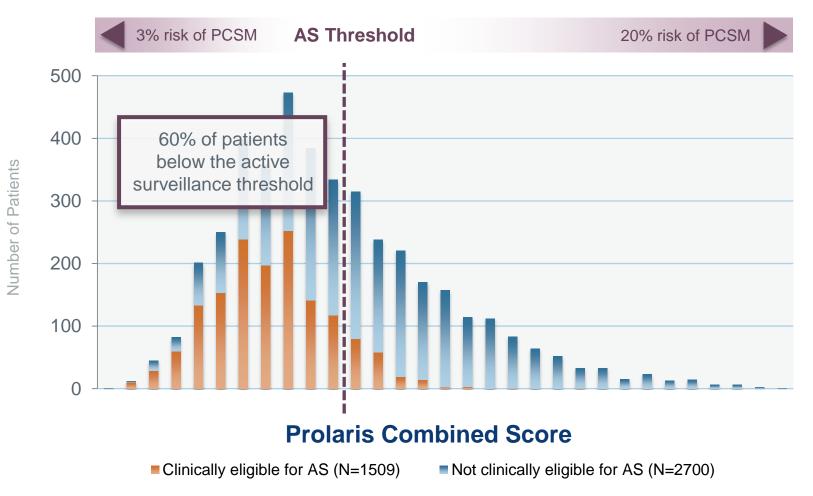
## Prolaris Has Substantially Stronger Prognostic Power Than Traditional Pathology

### Prediction of Prostate Cancer Death





## The Definitive Active Surveillance Threshold Is a Unique Differentiator Only Myriad Can Provide







## Redesigned Report Provides Clear and Actionable Results

Block(s) Analyzed: HS13-0123 E



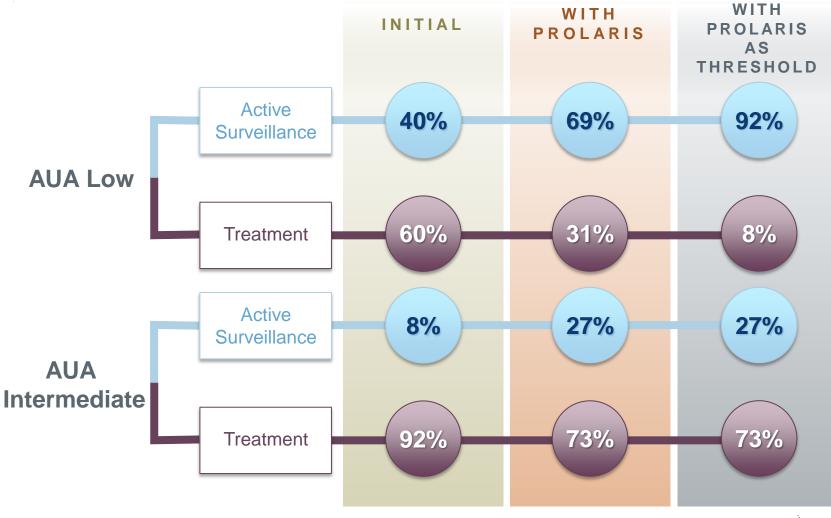


Definitive cut-off for which patients are eligible for active surveillance





### Unmatched Impact on Physician Treatment Decisions

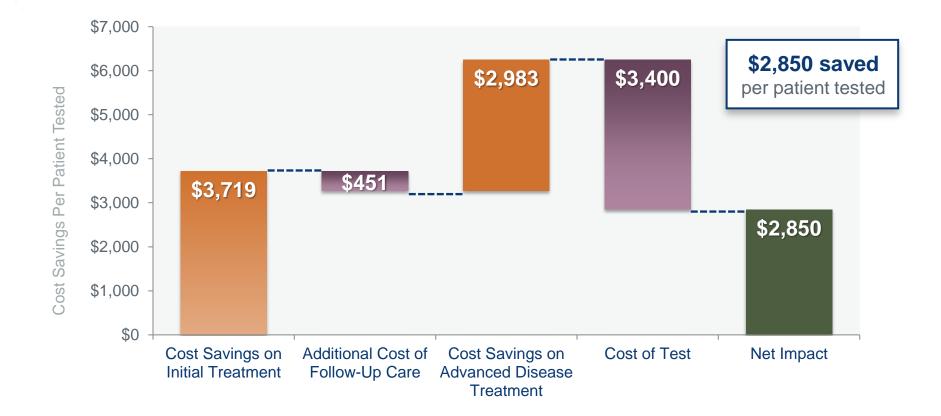




Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



## Drives Substantial Economic Value for the Healthcare System





Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



## Superior Data Are Driving Market Expansion and Growth



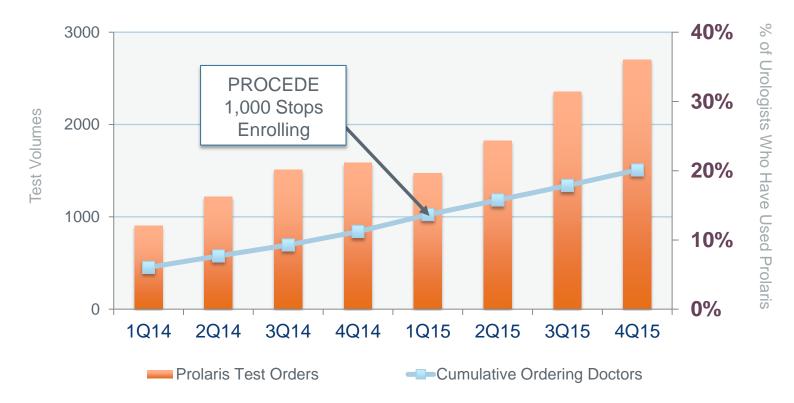
Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

SUPERIOR DATA IS DRIVING MARKET EXPANSION AND GROWTH



## Significant Volume Growth From Breadth and Depth of Customer Base

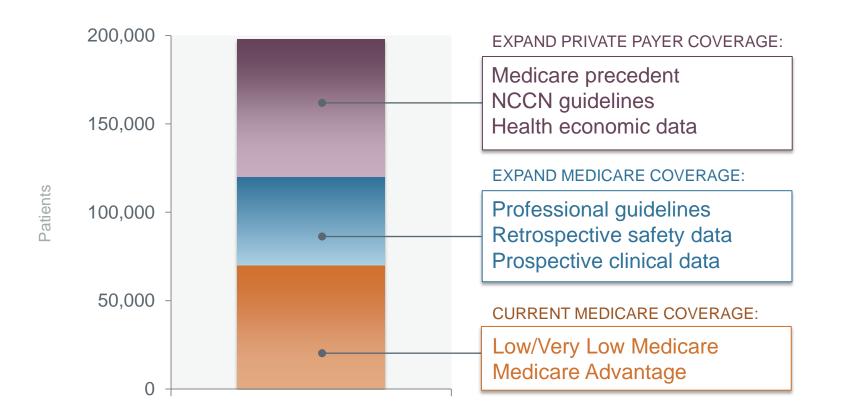
 Test utilization increased 20% throughout FY16 while ordering physicians increased 47%







## Focused Plan to Increase Coverage for Prolaris







## Focused Plan to Increase Coverage for Prolaris

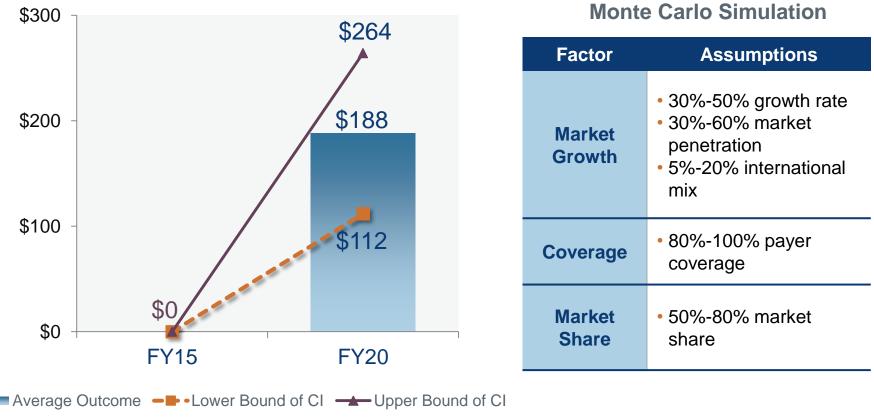
- Positive coverage decision from Tufts Health Plan
- Payer thought-leader in the Northeast represents over one million lives
- Covers all patients with localized prostate cancer
- Value-based agreement
- Assessed on % of patients choosing Active Surveillance
- Takes advantage of the <u>unique</u> Prolaris Active Surveillance threshold
- Approach can not be matched by other competitors and provides template for additional contracts





## Sensitivity Analysis Predicts Strong Growth

#### **Revenue in millions**







## Significant Unmet Need In Prostate Cancer Treatment

### **Market Opportunity**

- Substantial unmet clinical need
- Expanded Medicare coverage based on additional clinical data

### **Key Advantages**

- Pioneering science differentiation based on gold standard endpoints
- Definitive active
   surveillance threshold
- Unmatched clinical utility data

## Commercial Breadth and Depth

- Largest urology sales
   force in diagnostics
- Increased physician adoption
- Increased test utilization

Positioned to become standard of care in the prostate cancer prognostic market





DECISIONS MATTER

WHEN

Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

## Transforming Melanoma Diagnosis Through Pioneering Science

Vicki Fish General Manager of Dermatology



## **Revolutionizing Melanoma Diagnosis**

#### **Market Opportunity**

- Significant unmet clinical need
- Ability to impact physician decision making
- Substantial economic value

#### **Key Advantages**

- Pioneering science
- Extensively validated approach
- One of the most accurate cancer diagnostics ever developed

## Commercial Breadth and Depth

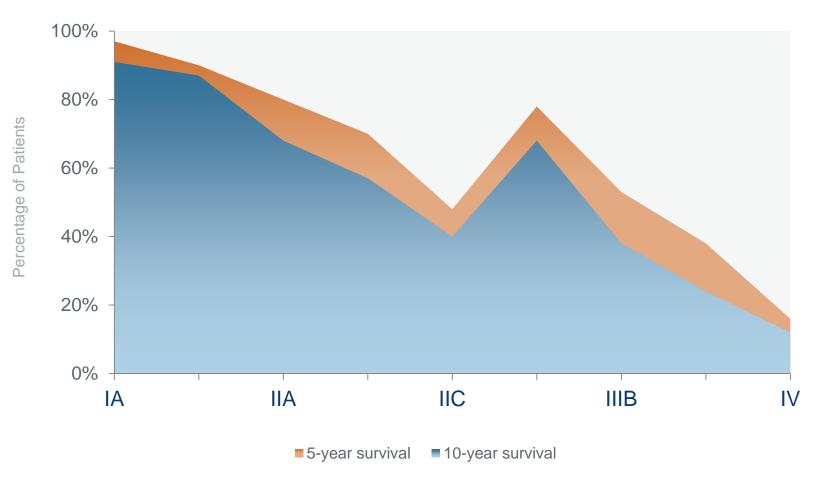
- Significant physician adoption
- Increasing utilization

## Positioned to become market leader in melanoma diagnostics





## Early and Accurate Diagnosis Critical to Survival





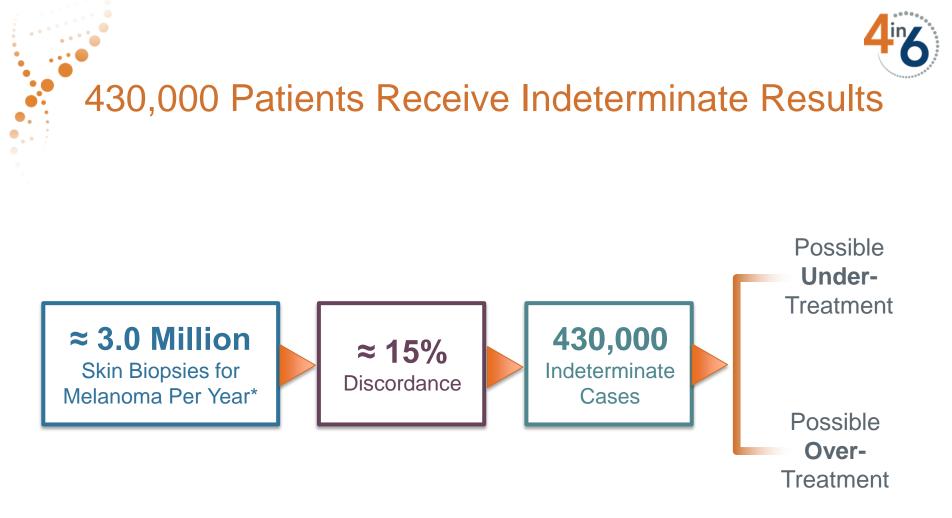


### Traditional Melanoma Diagnosis is Highly Subjective

### 15% to 47% discordance in peer reviewed literature

STUDY	N	DISCORDANCE
Cerroni et al	57	47%
Hawryluk et al	478	35%
Piepkorn et al	149	46%
Gerami et al	24	30%
Veenhuizen et al	1,069	15%
Shoo et al	392	15%
Lodha et al	178	25%
Farmer et al	37	35%
Overall	2,384	31%







\*Includes major European countries, U.S. and Canada



Average

10-Year

## Costs Increase Dramatically for Later Stage Disease

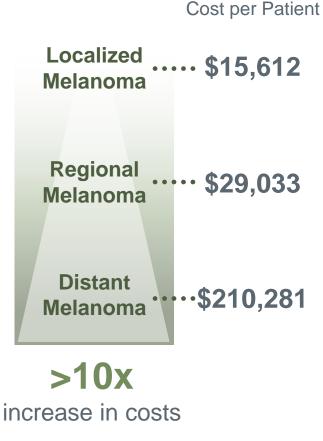
### **INACCURATE DIAGNOSIS**

### Overtreatment

- Psychological implications
- Highly invasive surgery
- Follow-on care
- Permanent scarring
- Unnecessary comorbidities (infection, nerve damage, etc.)

### **Undertreatment**

- Patient only
   receives monitoring
- Recurrence as later stage melanoma
- Reduction in survival as disease progresses
- Significantly higher cost to treat

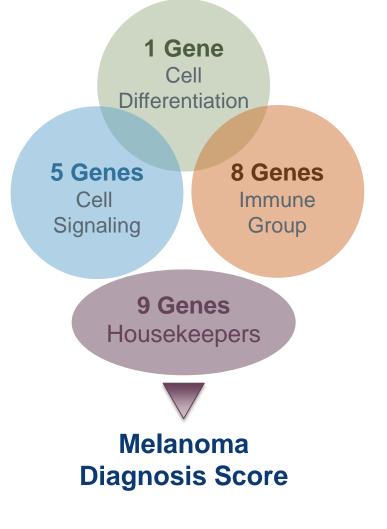






### myPath Melanoma: The Solution

- 23 gene mRNA expression panel (13 genes tied to immune function, 1 gene tied to cell differentiation, 5 genes tied to cell signaling)
- Unique approach uses information from inside and outside the cell
- Validated in sample cohorts containing all melanoma and benign nevus subtypes
- Demonstrated to be highly accurate at differentiating melanoma from benign skin lesions





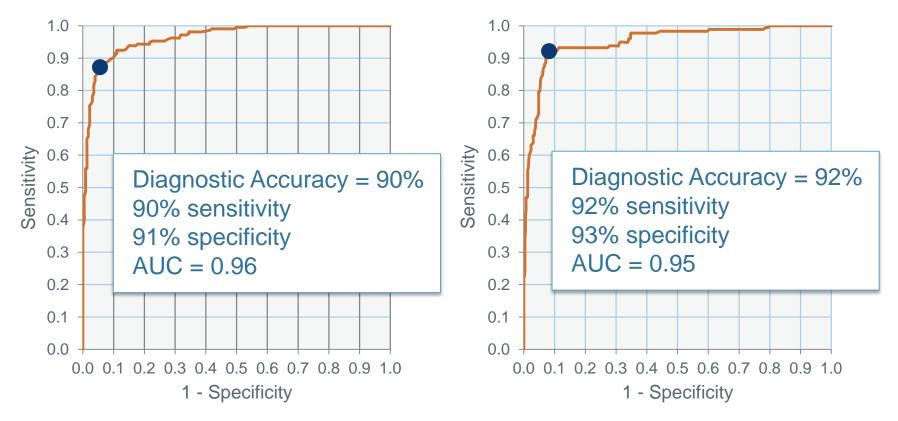
myriad Path



Clinical Validation 2 (N=736)

### One of the Most Accurate Cancer Diagnostics Ever

#### Clinical Validation 1 (N=437)

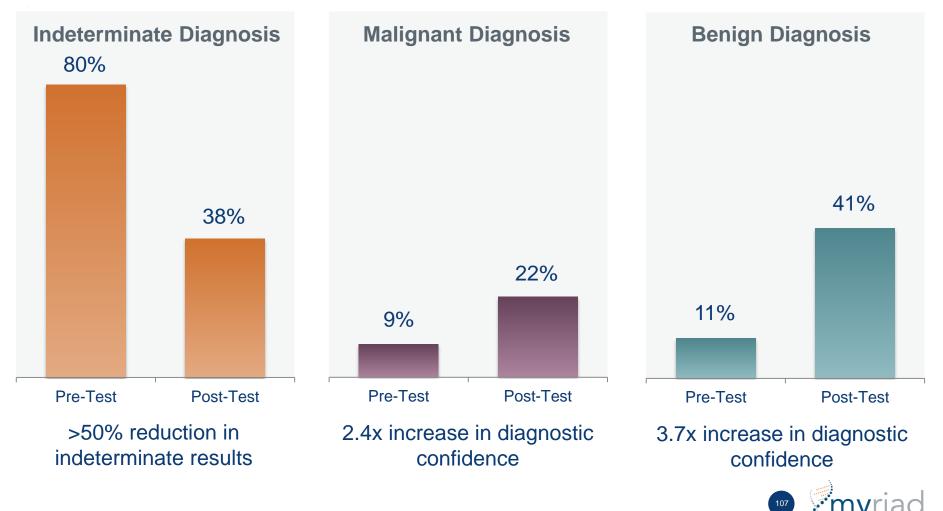






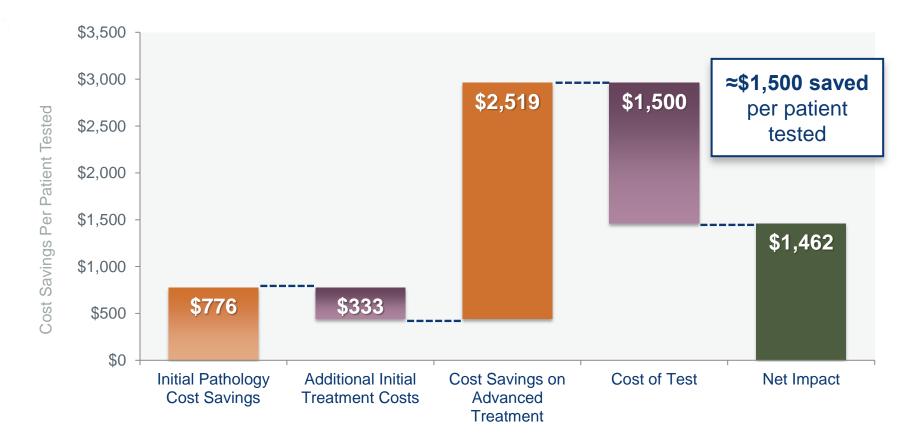


## myPath Melanoma Led to a Significant Increase in Diagnostic Confidence





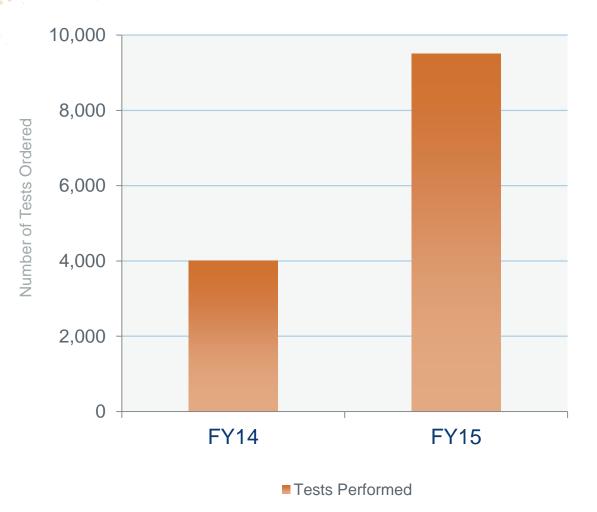
## Drives Substantial Economic Value for the Healthcare System







## 18% of Dermatopathologists Have Used myPath Melanoma



**18%** of U.S. dermatopathologists have ordered myPath Melanoma





## Reimbursement Dossier Complete and Awaiting Publication

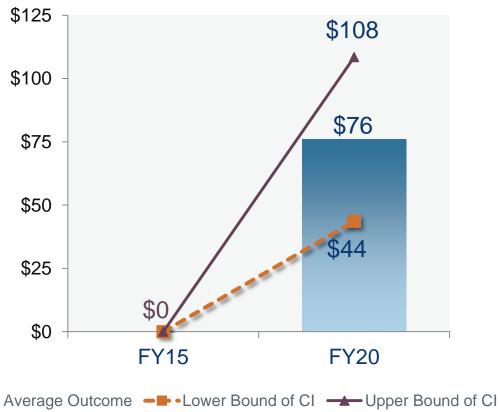
DOSSIER REQUIREMENT	# OF STUDIES COMPLETE	PUBLICATION STATUS
Analytical Validation	1	Published in Biomarkers in Medicine
Clinical Validation	5	<ol> <li>Published in <i>Journal of Cutaneous</i></li> <li><i>Pathology</i></li> <li>4 Pending publication</li> </ol>
Clinical Utility	3	3 Pending publication
Health Economic Model	1	Published in <i>Journal of Medical</i> Economics
Guidelines/ Consensus Statement	1	1 Pending publication





## Sensitivity Analysis Predicts Strong Growth

#### **Revenue in millions**



#### Monte Carlo Simulation

Factor	Assumptions	
Market Growth	<ul> <li>30%-50% growth rate</li> <li>5%-13% market penetration</li> <li>5%-15% international mix</li> </ul>	
Price	<ul> <li>80%-100% payer coverage</li> </ul>	





### **Revolutionizing Melanoma Diagnosis**

#### **Market Opportunity**

- Significant unmet clinical need
- Ability to impact physician decision making
- Substantial economic value

#### **Key Advantages**

- Pioneering science
- Extensively validated approach
- One of the most accurate cancer diagnostics ever developed

## Commercial Breadth and Depth

- Significant physician adoption
- Increasing utilization

## Positioned to become market leader in melanoma diagnostics

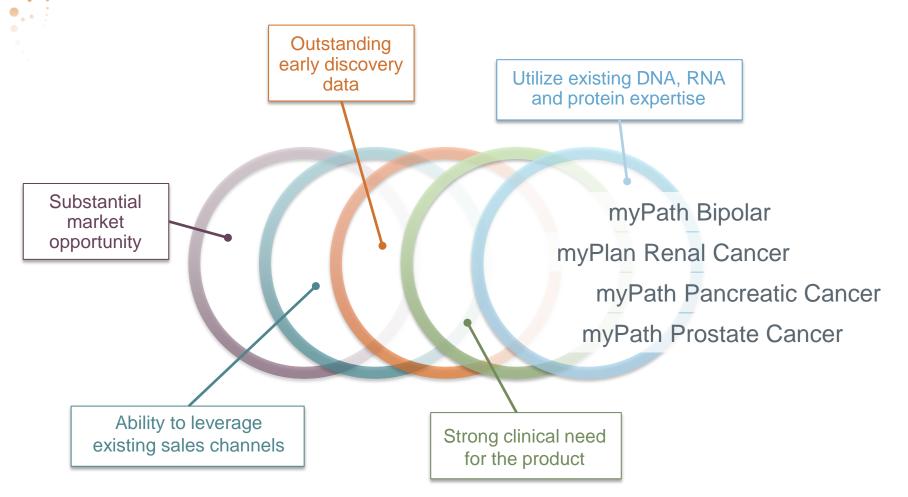


## Industry Leading Pipeline to Ensure Growth Opportunities

Jerry Lanchbury Chief Scientific Officer



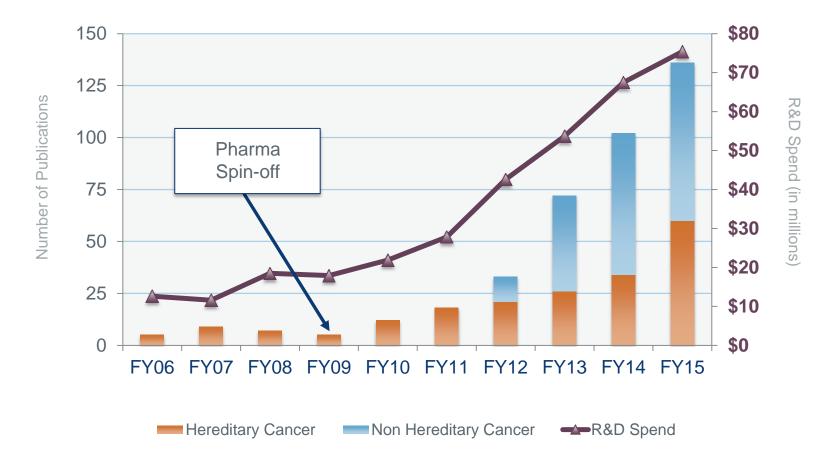
## Promising Early-Stage Pipeline Opportunities







### Increasing Research Investment Yields Substantial Scientific Output







### Industry Leading Pipeline Facilitates Long-Term Growth

**Total Addressable Market (TAM)** 

<b>\$10B</b>	\$8B	\$10B+	
Stage 3 REIMBURSEMENT	Stage 2 VALIDATION	Stage 1 DISCOVERY	
<ul> <li>myRisk</li> </ul>	<ul> <li>myPath Melanoma</li> </ul>	myPath Bipolar	
Prolaris	<ul> <li>myPlan Lung Cancer</li> </ul>	myPath Pancreatic Cancer	
Vectra DA	• myChoice HRD	<ul> <li>myPath Psoriatic Arthritis</li> </ul>	
EndoPredict	(Platinum) <sup>2</sup>	<ul><li>myPath Prostate Cancer</li><li>myPath Endometriosis</li></ul>	
<ul> <li>BRACAnalysis CDx<sup>1</sup></li> </ul>	<ul> <li>myChoice HRD (PARP)<sup>3</sup></li> </ul>		
Tumor BRACAnalysis CDx	<ul> <li>myPlan Renal Cancer</li> </ul>		

<sup>1</sup> Ovarian Cancer, Breast Cancer, Pancreatic Cancer

<sup>2</sup> Triple Negative Breast Cancer, HER2- Breast Cancer

<sup>3</sup> Ovarian Cancer, Breast Cancer, Pancreatic Cancer, Metastatic Prostate Cancer







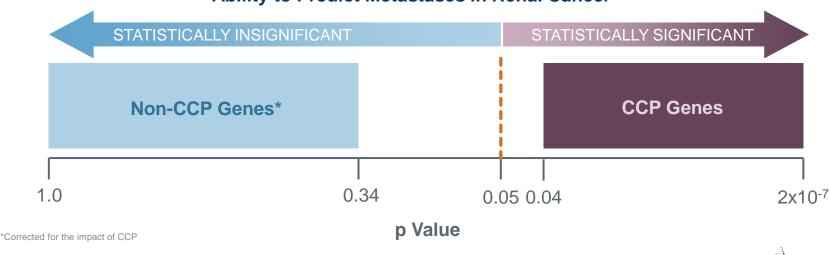
Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

MYRIAD Plan RENAL CANCER



## Groundbreaking Science Uncovers Broadly Applicable Signature for Cancer Prognosis

- Cell cycle progression (CCP) genes have demonstrated broad utility as a cancer prognostic
- Now validated in prostate, lung, breast and renal cancers
- Whole transcriptome analysis shows CCP genes are the only relevant expression targets for multiple cancers



#### Ability to Predict Metastases in Renal Cancer

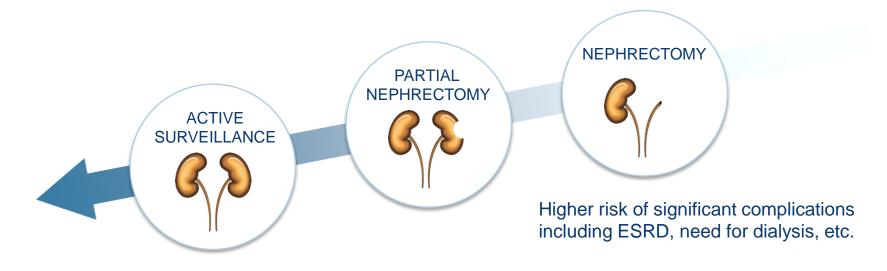






# Substantial Clinical Need for Renal Cancer Prognostic

- Trend toward less invasive therapy
- Five-year survival for stage 1 and stage 2 disease >75%
- No existing tools to differentiate low/high-risk patients
- 90,000 patients diagnosed with localized disease ≈ \$300M global market opportunity





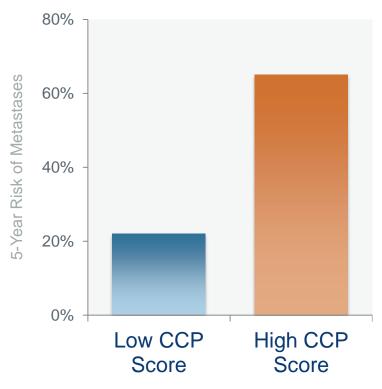


# Excellent Prognostic Power Shown in Training Data

 Panel of 31 cell cycle progression genes and 15 control genes (same as Prolaris)

MYRIAD Plan RENAL CANCER

- Training study completed with localized renal cancer
- Panel was highly statistically significant at predicting 5-year risk of metastases; odds ratio of 3.89, p value of 0.0072



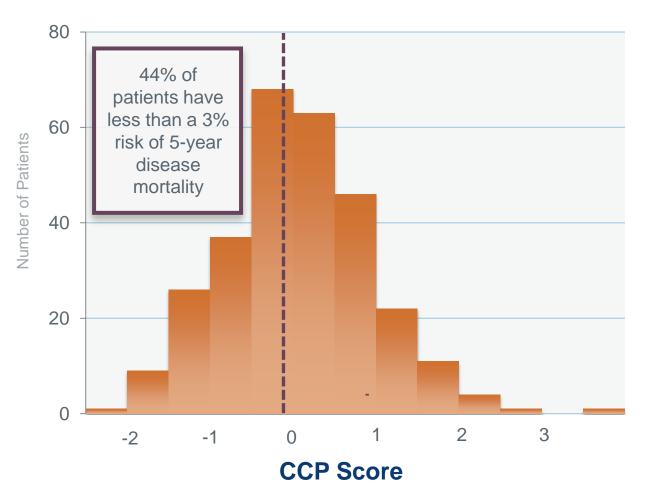
\* Case control study in high risk population



### MYRIAD Plan RENAL CANCER



### First Look at myPlan Renal Validation Data



- Hazard ratio = 3.00, p value =  $1.4 \times 10^{-6}$
- Next steps: present and publish first validation; second validation will be completed and presented by 4Q16





## $\overset{\text{MYRIAD}}{my}Path^{\text{\tiny{(B)}}}\text{Bipolar}$



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

### MyRIAD Path BIPOLAR



### 70% of Bipolar Patients Initially Misdiagnosed



#### MAJOR DEPRESSIVE DISORDER

- Fatigue
- Feelings of worthlessness
- Impaired concentration
- Insomnia or hypersomnia
- Diminished interest in activities
- Thoughts of suicide
- Weight gain/loss



### BIPOLAR DISORDER

- Fatigue
- Feelings of worthlessness
- Impaired concentration
- Insomnia or hypersomnia
- Diminished interest in activities
- Thoughts of suicide
- Weight gain/loss
- Mania

## Symptoms of bipolar disorder and major depression are almost exactly the same



### MyRIAD Path BIPOLAR



### Cost of Misdiagnosis is Substantial



- Over 20 million patients per year present with symptoms consistent with major depressive disorder (MDD) or bipolar disorder (BP)
- 90% of patients are diagnosed by primary care physicians
- Bipolar patients do not respond to first-line or subsequent therapeutics for MDD
- MDD anti-depressive therapeutics can trigger manic psychosis in a subset of BP patients
- BP symptoms are 6th leading cause of disability in 15-44 age group
- Economic impact of improperly treated BP in U.S. is **\$72B annually**

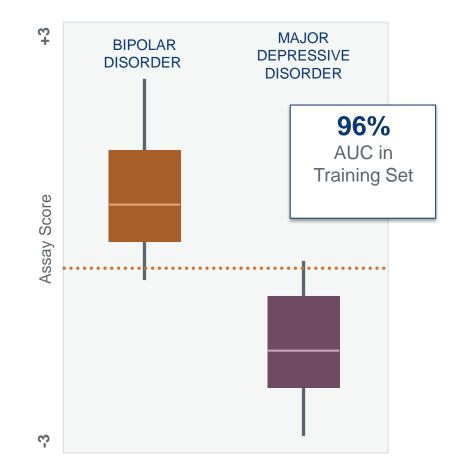


### MYRIAD Path BIPOLAR



# Outstanding Early Data Show Ability to Differentiate Bipolar from Major Depression

- Multimarket proteomic assay run on Myriad-RBM Luminex platform
- Consists of 18 protein analytes from blood
- Discovery completed in 150 wellcharacterized BD1 and MDD samples
- Next steps: Validation study sponsored by Myriad and partnered with 3 major medical centers; will enroll ≈ 300 patients beginning mid-FY16







## $\overset{\text{MYRIAD}}{my}Path^{\text{\tiny (B)}} Pancreatic$



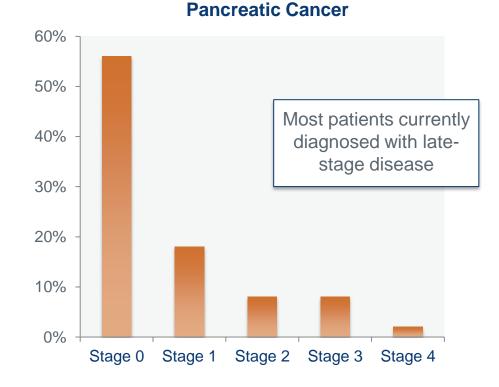
Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.





### Early Detection of Pancreatic Cancer Crucial to Survival

- 5-year survival only 7%
- Symptoms are vague and often • misconstrued with other health issues
- Most early-stage patients • diagnosed through unrelated imaging procedures
- Only 15% of patients diagnosed • with localized/resectable disease
- 102,000 new diagnoses annually •



Five-Year Survival by Stage for

### Urgent need for an early detection diagnostic



### MYRIAD PANCREATIC



### Promising Early Data on myPath Pancreatic Cancer



- 136 patient study comparing 42 earlystage pancreatic cancer cases to 94 healthy controls and patients with chronic pancreatitis
- 92% AUC when diagnosing early stage pancreatic cancer
- Next steps: finalize biomarker set in FY16









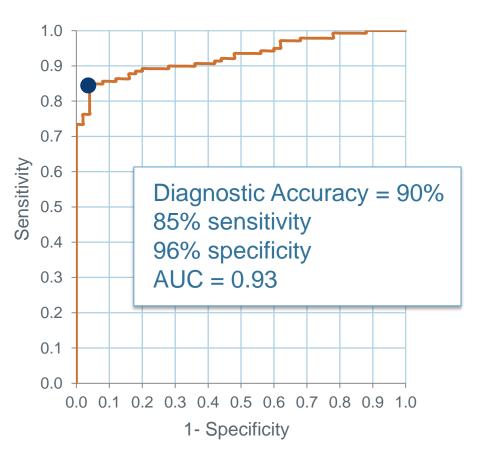
Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

MYRIAD PROSTATE CANCER



# Proof of Principle Established for Urine-Based Cancer Detection

- Significant need to diagnose urological cancers at an earlier stage (prostate, kidney and bladder cancer)
- Discovery study evaluated 139 tumor samples
- Proprietary assay was able to differentiate patients with cancer from healthy controls
- Next steps: application of technology to prostate cancer





MYRIAD PROSTATE CANCER



### Pioneering Research Fuels Industry Leading Pipeline

- Uniquely positioned to use all molecular diagnostic tools (DNA, RNA, proteins) for research and development
- Scientific output has increased >20x since FY09
   ≈ 140 publications per year
- Breakthrough thinking drives discovery engine
  - Broadly applicable cancer prognosis signature
  - Proprietary cancer pathway (myChoice HRD) test vs. gene panels
  - Addition of immune response genes for diagnosis
  - Complex multiplex protein signatures
  - Signatures combining DNA, RNA and proteins



## Expanding Our Horizons in International Markets

Gary King Executive Vice President of International Operations



## Incredible Growth Opportunity in International Markets

#### **Market Opportunity**

- 60% of the global market is outside of the United States (O.U.S.)
- 4% of revenue O.U.S. today; goal to reach 10% by FY20

#### **Key Advantages**

- High complexity reference lab tests
- Companion diagnostic partnerships
- Kit-based strategy

## Commercial Breadth and Depth

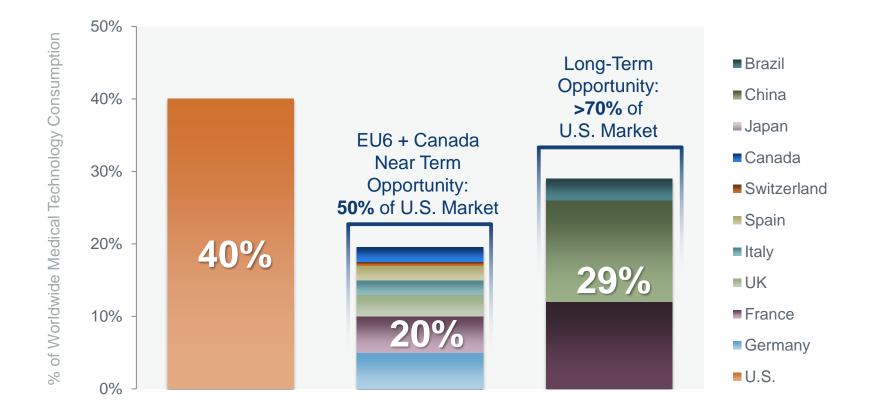
- Expanding reimbursement
- Expand current products to kits

### Complex reference laboratory tests, companion diagnostics and highvalue kits are most significant long-term growth drivers





### Total Available Market (TAM) in 10 Major International Markets > U.S.





Source: European Federation for Pharmaceutical Industry IFPMA Facts & Figures 2012



### Key Learnings Drive Strategic Review

KEY LEARNING	STRATEGY
Laboratories are captive within institutions	<ol> <li>Emphasize reference tests that are too complex for institutional laboratories (myRisk and CDx)</li> </ol>
	2. Develop proprietary test kits for distribution to institutional laboratories
Lengthy reimbursement	1. Acquire German clinic
throughout Europe	2. Emphasize health economic studies
	3. Incentivize KOL involvement with kit format





## Refined Strategy to Reflect Differences in International Market

СС	DUNTRIES	REFERENCE TESTS		KITS	
Near-Term Growth:	EU6 + Canada	DNA (multiple platforms):	MYRIAD MYRIAD Risk™ Companion Diagnostics	RNA (platform partner):	<ul> <li>EndoPredict</li> <li>Prolaris</li> <li>myPlan Lung</li> <li>myPath Melanoma</li> <li>myPlan Renal</li> </ul>
Long-Term Growth:	Japan, China, and Brazil			Protein (platform partner):	<ul> <li>Vectra DA</li> <li>myPath Bipolar</li> <li>myPath Pancreatic</li> </ul>





### Hereditary Cancer Expansion in Europe

- European market increasingly moving to myRisk Hereditary Cancer; myRisk was 32% of hereditary cancer revenue in the 4Q15 compared to 23% in the 4Q14
- Complexity of large panel tests is beyond the capability of most small, decentralized labs
- Beginning discussions with German hospital/physician networks following the acquisition of MVZ clinic in 3Q15; potential for positive impact in German market in 2H16 and beyond
- Many private healthcare systems in major European countries now cover myRisk Hereditary Cancer





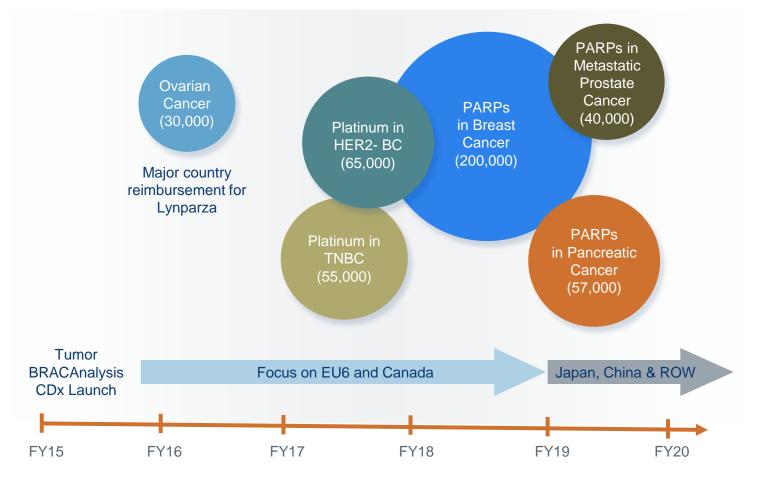
## International Companion Diagnostic Opportunity



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



### Companion Dx Opportunity O.U.S. = \$3B TAM







### Progress with Lynparza Launch in Europe

Country	Status
France	Launched and reimbursed using temporary system starting in March, final negotiations underway
Germany	Launched in June; G-BA assessment ongoing
Denmark/Luxembourg	Launched and reimbursed since June
Sweden/Netherlands	National reimbursement review completed; awaiting decision
Italy, UK, Spain, Belgium, Portugal, Norway	National reimbursement review process ongoing





## **Kit-Based Strategy**

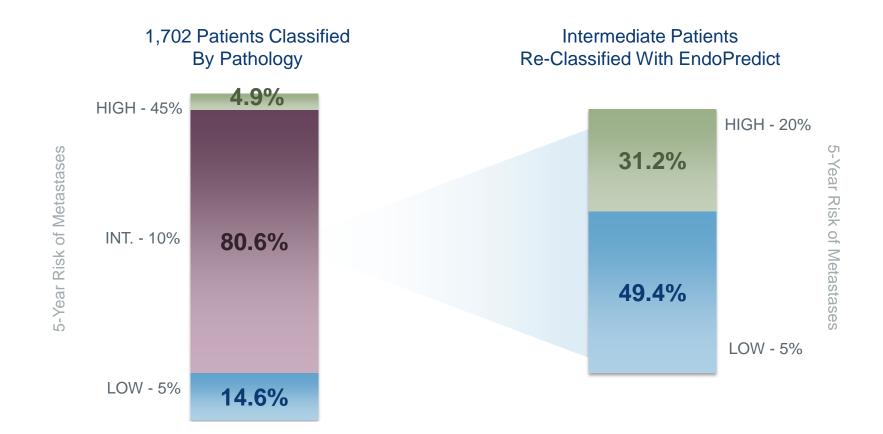


Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

KIT BASED STRATEGY



### EndoPredict Increases Low-Risk Group by 340% Without Increasing Risk

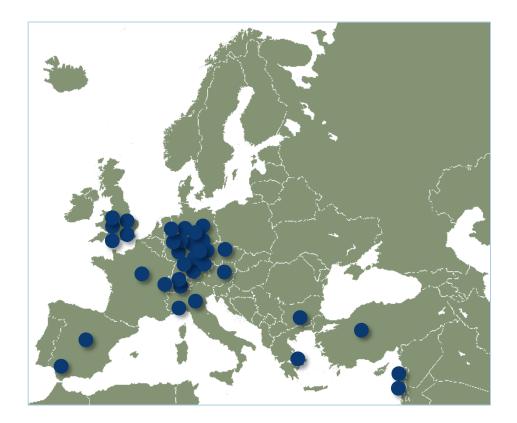






### EndoPredict Validates Kit-Based Model

- Over 40 worldwide sites using EndoPredict
- Substantial preference for in-house testing and economic sharing
- Faster path to reimbursement; ability to utilize local stakeholders as advocates
- Attractive financial model given stickiness of testing once account is established



7 additional installations ROW



KIT BASED STRATEGY



# A Number of Myriad Products Are Conducive to Kits







#### KIT BASED STRATEGY



### Expanded Reimbursement Will Drive Increased International Growth

	YEAR	FY16	FY17	FY18	FY19	FY20
Щ	Hereditary Cancer					
REFERENCE	Tumor BRACAnalysis CDx	Major country reimbursement throughout FY16				
RE	myChoice HRD			First PARP using HRD		
	EndoPredict	Germnay PMI UK PMI/NHS Switzerland	Germany GBA Canada France			
KIT	Prolaris	Switzerland UK PMI	Germany PMI UK NHS France	Germany GBA Canada		
	myPath Melanoma			Germany PMI UK PMI	Germany GBA Canada Switzerland France	





No Reimbursement

Low Reimbursement

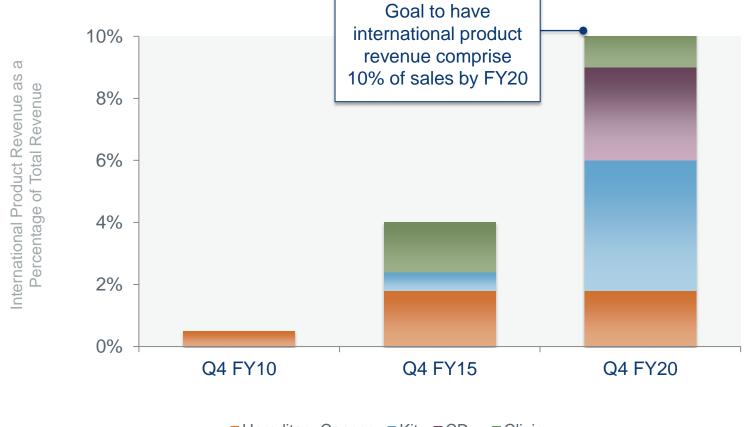
Broad Reimbursement



KIT BASED STRATEGY



#### 10% of Global Revenue From International Markets by FY20



Hereditary Cancer





# Incredible Growth Opportunity in International Markets

#### **Market Opportunity**

- 60% of the global market is outside of the United States (O.U.S.)
- 4% of revenue O.U.S. today; goal to reach 10% by FY20

#### **Key Advantages**

- High complexity reference lab tests
- Companion diagnostic partnerships
- Kit-based strategy

## Commercial Breadth and Depth

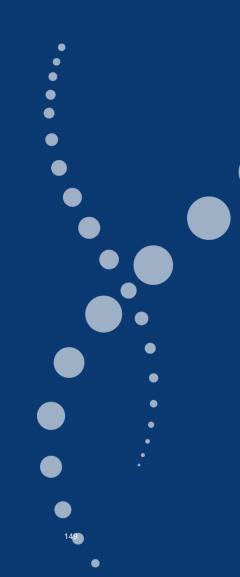
- Expanding reimbursement
- Expand current products to kits

#### Complex reference laboratory tests, companion diagnostics and highvalue kits are most significant long-term growth drivers



Five-Year Outlook: Increased Growth and Financial Leverage

Bryan Riggsbee Chief Financial Officer



## 5-Year Outlook: Increased Growth and Financia Leverage

**Revenue Growth** 

- Hereditary cancer growing low single digits
- Significant diversification from product pipeline
- International becomes larger contributor



- Majority of investments are completed
- Meaningful operating margin improvement as new products obtain reimbursement

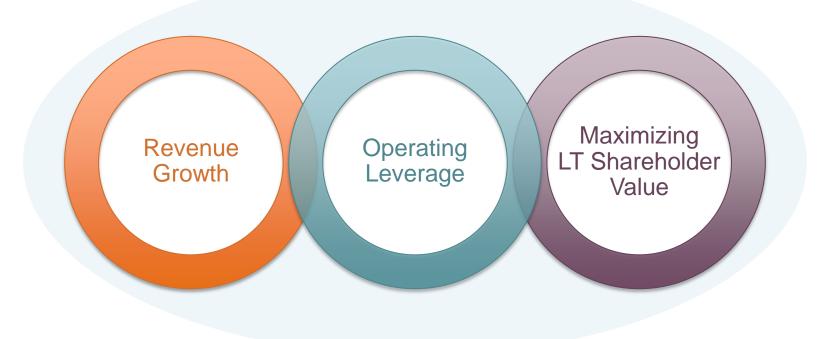
Maximizing LT Shareholder Value

- Prioritize internal R&D
- Pursue accretive M&A
- Continue opportunistic share repurchase





# 5-Year Outlook: Increased Growth and Financial Leverage





.....



## Assumptions for FY16 Guidance

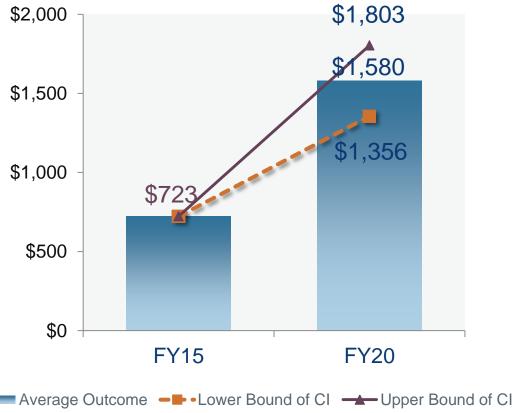
DOWNSIDE RISKS	BASE CASE FOR GUIDANCE	UPSIDE POTENTIAL
<ul> <li>Hereditary cancer market losses &gt; market growth</li> </ul>	<ul> <li>Hereditary cancer revenue of \$638 to \$649 million</li> </ul>	<ul> <li>Hereditary cancer market losses &lt; market growth</li> <li>Impact from expanded payer coverage for colon and endometrial cancer</li> </ul>
	<ul> <li>Vectra DA revenue of \$50 to \$55 million</li> </ul>	<ul> <li>Expanded private payer coverage</li> </ul>
<ul> <li>Medicare reimbursement starting later than October 1, 2015</li> </ul>	<ul> <li>Prolaris revenue of \$10 to \$12 million</li> </ul>	<ul> <li>Private payer coverage</li> <li>Medicare reimbursement prior to October 1, 2015</li> <li>Expanded Medicare coverage</li> </ul>
	Pharmaceutical and Clinical Services revenue of \$40M	
	<ul> <li>Other revenue of \$12 to \$14 million</li> </ul>	<ul> <li>Reimbursement for EndoPredict, Tumor BRACAnalysis CDx, myPath Melanoma or myPlan Lung Cancer</li> </ul>





## Myriad Meets 5-Year Revenue Growth Target At Lower End of Sensitivity Analysis

#### Revenue in millions



#### **Monte Carlo Simulation**

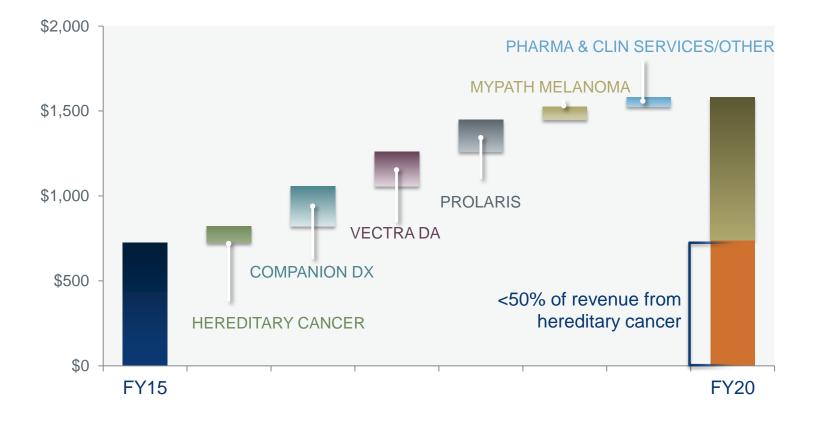
Factor	Assumptions
Hereditary Cancer	<ul> <li>Revenue of \$554 to \$922 million</li> </ul>
CDx	Revenue of \$122 to     \$364 million
Vectra DA	Revenue of \$161 to     \$335 million
Prolaris	Revenue of \$112 to     \$264 million
myPath Melanoma	Revenue of \$44 to     \$108 million



REVENUE GROWTH

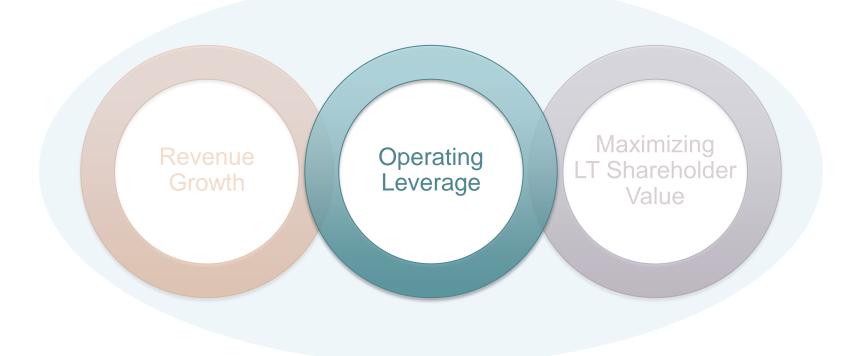


#### New Products Represent >50% of FY20 Revenue





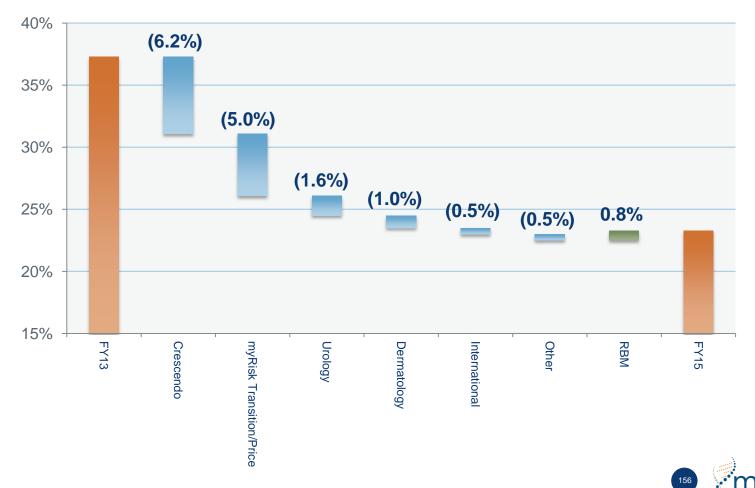
# 5-Year Outlook: Increased Growth and Financial Leverage







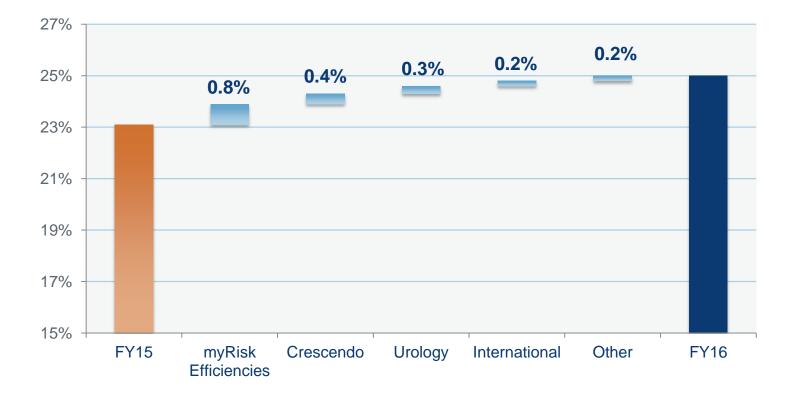
## Operating Margin Component Changes FY13-FY15



Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



#### Operating Margin Component Changes FY15-FY16

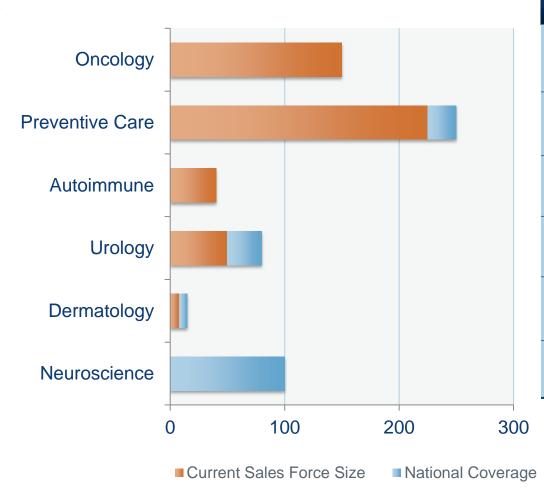




Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.



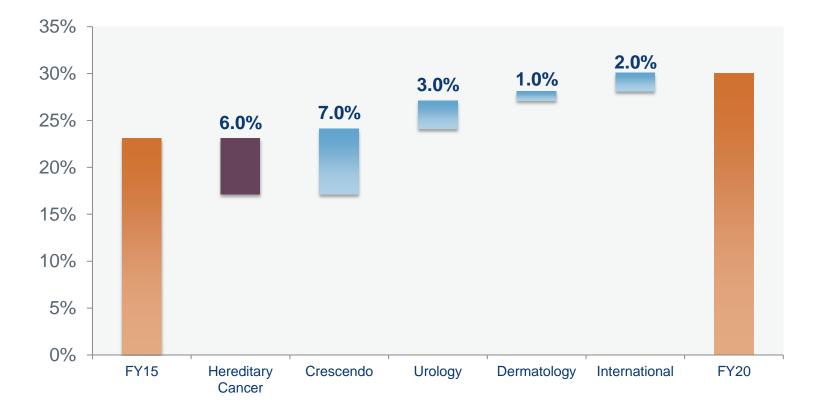
### Meaningful Opportunity to Leverage Existing Sales Infrastructure



CURRENT PRODUCTS	FUTURE PRODUCTS
myRisk BRCA CDx EndoPredict	myChoice HRD
myRisk	myPath Bipolar
Vectra DA	Psoriatic Arthritis
Prolaris	myPlan Renal Cancer myPath Prostate
myPath Melanoma	Psoriatic Arthritis
None	myPath Bipolar



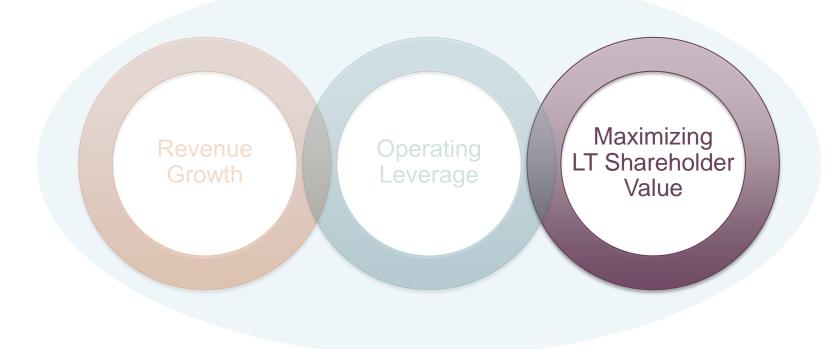
#### Increased Profitability In Pipeline Products Supports >30% Operating Margins







## Five-Year Outlook: Increased Growth and Financial Leverage







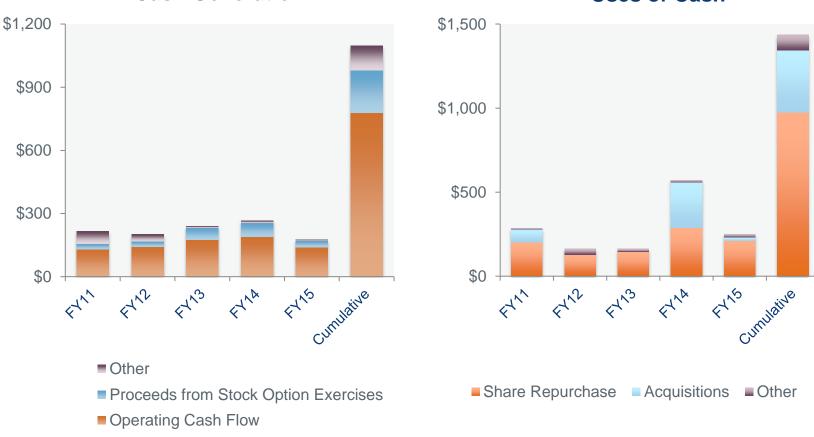
## Capital Deployment Strategy

CAPITAL ALLOCATION PRIORITY	CAPITAL DEPLOYMENT SINCE JUNE 2010	GOAL
R&D	9% of revenue	8% to 10% of revenue
M&A	≈ \$340M 43% of FCF	<ul> <li>Use cash on hand to fund smaller deals (&lt;\$100M)</li> <li>Use cash and leverage to fund larger deals (\$100M-\$600M)</li> <li>Use equity to fund strategic deals (beyond borrowing capacity)</li> </ul>
Share Repurchase	>\$1B 127% of FCF	<ul> <li>Target 100% of FCF</li> <li>Reduce share repurchases based upon M&amp;A visibility</li> <li>Maintain cash at \$100M to \$200M</li> </ul>
Dividend	None	No plans for dividend given more attractive uses of capital





## Historical Cash Generation/Uses of Cash



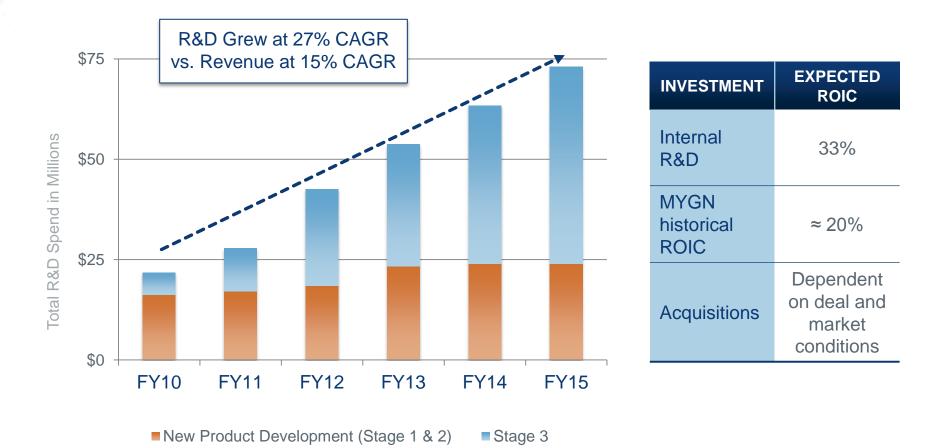
**Cash Generation** 

Uses of Cash





#### Internal R&D Represents Our Best Investment





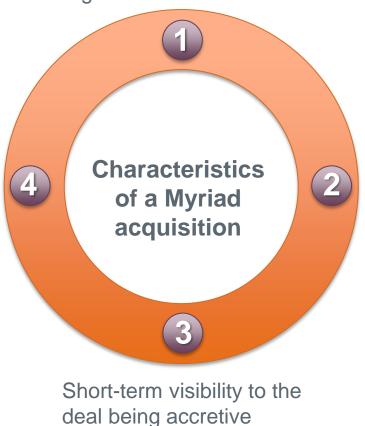
MAXIMIZING LT SHAREHOLDER VALUE



## Acquisitions – Opportunity For MYGN to be a Consolidator In a Diffuse Industry

Strategic fit; ability to leverage existing commercial infrastructure

Facilitates international expansion; tax benefits



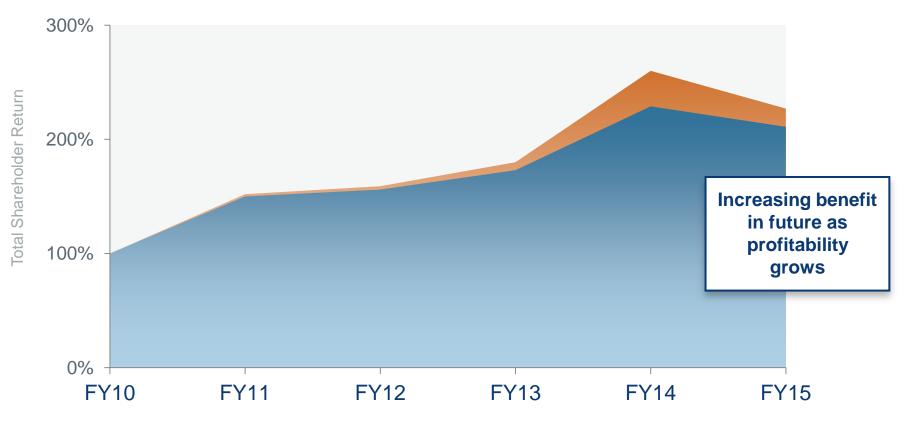
Meaningful revenue and large market opportunity



MAXIMIZING LT SHAREHOLDER VALUE



#### Historical Share Repurchase Activity Has Increased Shareholder Returns



Total Shareholder Return With Repurchases Total Shareholder Return Without Repurchases



MAXIMIZING LT SHAREHOLDER VALUE



### Present Value Calculation Based on 5-Year Forecast – Supports Continued Repurchases

Variable	Assumption
Capital Deployment	Share repurchases = FCF
Discount Rate	15%
P/E Terminal Multiple Used	20x
Present Value	≈\$60 per share



## 5-Year Outlook: Increased Growth and Financia Leverage

**Revenue Growth** 

- Hereditary cancer growing low single digits
- Significant diversification from product pipeline
- International becomes larger contributor



- Majority of investments are completed
- Meaningful operating margin improvement as new products obtain reimbursement

Maximizing LT Shareholder Value

- Prioritize internal R&D
- Pursue accretive M&A
- Continue opportunistic share repurchase









Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.

#### What was New Today? Our Strategic Goals





### What was New Today?



#### • Transition and Expand Hereditary Cancer

- myRisk 80% conversion and 45% of revenue covered by long-term arrangements
- Modeling demonstrates 5-year revenue CAGR = 3% revenue
- Variant database now over 40,000 and will grow to 80,000 by FY2020
- Pricing floor based upon costs associated with high accuracy and complexity, extensive service and increased regulation



#### What was New Today? (continued)



#### **Diversify the portfolio**

- 22 clinical studies with proprietary companion diagnostics for DNA damaging agents
- Early access launch for myChoice HRD in Fall 2016
- Signed LabCorp agreement to increase access to Vectra DA
- Prolaris' unique active surveillance threshold facilitates value-based contracting with TUFTS Health Plan
- Successful second validation for myPath Melanoma
- Successful validation for myPlan Renal Cancer
- myPath Bipolar demonstrates 96% AUC in training set; beginning enrollment in prospective study
- Proprietary technology developed for cancer detection in urine



#### What was New Today? (continued)



#### Increase International Contribution

- Revised strategy defines countries, reference tests, and kit products
- RNA-based tests already under development with Thermo Fischer Scientific for kit strategy



## Worldwide Leader in Personalized Medicine

- We are entering the golden age for personalized medicine
- We are the pioneers of "research-based" and "education-centric" business modeling for diagnostics
- No company is better positioned to lead this revolution in healthcare than Myriad
- Our finest hour will be discovered in the days ahead







Copyright © 2015 Myriad Genetics, Inc., all rights reserved. www.Myriad.com.